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M. Pea H.S. Dr. Maffee H.S.  
THE CHEMIST AND DRUGGIST

JANUARY 6, 1934

*The*  
**CHEMIST AND DRUGGIST**

Established 1859

28 Essex Street, Strand, London, W.C.2

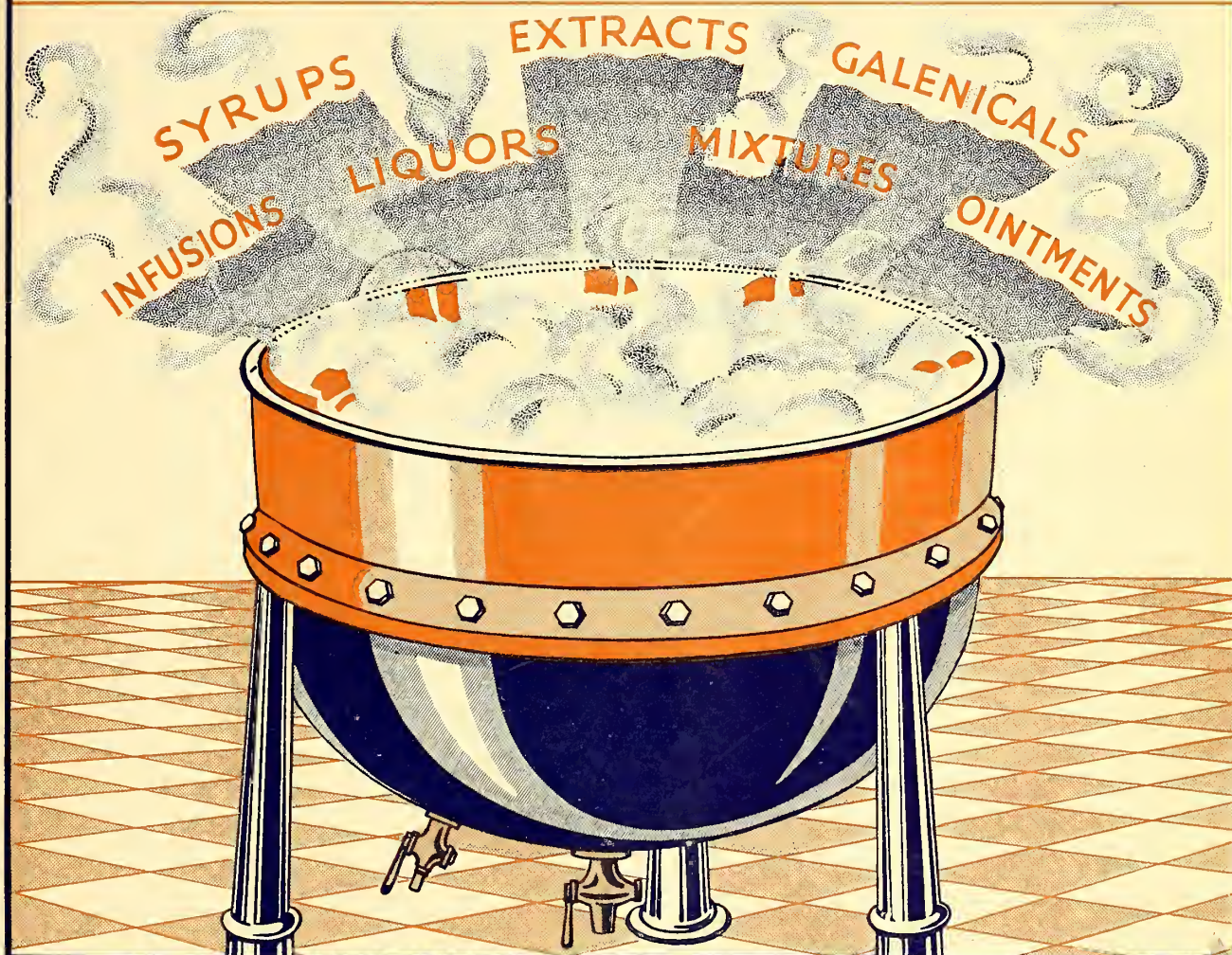
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JANUARY 6, 1934

Annual Subscription (with  
Diary) 20/-. Single Copies 9d.

**HIRST, BROOKE & HIRST LTD  
LEEDS**



PHONE 20374 (4 LINES)

TELEGRAMS 'HIRST' LEEDS

Index to Advertisers, pp. 5 & 6.



**4 FLUID OUNCES**  
**PARKE-DAVIS**  
**HYDROGEN**  
**PEROXIDE**

Contains 3% Hydrogen Peroxide by weight, corresponding to about 10 volumes of available oxygen.

This solution is guaranteed to meet all requirements of the British Pharmacopoeia when it leaves our laboratory. Ordinary preparations of hydrogen peroxide may deteriorate with age, particularly if exposed to warmth and light. The Parke-Davis preparation retains its strength exceptionally well, even under adverse conditions.

**NON-POISONOUS & HARMLESS**

For details of uses, see other panels of this carton, and also the label on the bottle.

**PARKE, DAVIS & CO.**  
**LONDON, W.1.**

**4 FLUID OUNCES**  
**PARKE-DAVIS**  
**HYDROGEN**  
**PEROXIDE**

This solution contains 3% Hydrogen Peroxide by weight, corresponding to about 10 volumes of available oxygen.

This peroxide is guaranteed to meet all the requirements of the British Pharmacopoeia when it leaves our laboratory. Ordinary preparations of hydrogen peroxide may deteriorate with age, particularly if exposed to warmth and light. The Parke-Davis preparation retains its strength exceptionally well, even under adverse conditions.

The deodorizing and bleaching properties of this solution are of great value in the bathroom for various domestic uses.

**PARKE, DAVIS & CO.**  
**LONDON**

**4 FLUID OUNCES**  
**PARKE-DAVIS**  
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**PEROXIDE**

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**LONDON**

**BECAUSE** of its superior quality, Parke - Davis Peroxide brings buyers back for more. Such satisfied and regular customers, preferring quality to quantity, constitute a valuable asset to any business.

Use this customer - holding and profit-producing Peroxide to your own advantage. It is a good line to buy on the special terms we offer. Send for particulars.

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 Laboratories: **HOUNSLOW.**  
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is the air where Norwegian cod fisheries are situated. The cod liver oil is extracted from the fresh livers a few hours only after the fish have been caught.

This accounts for the outstanding quality of Norwegian medicinal cod liver oil, which is practically free from taste or smell and has a pure, limpid appearance.

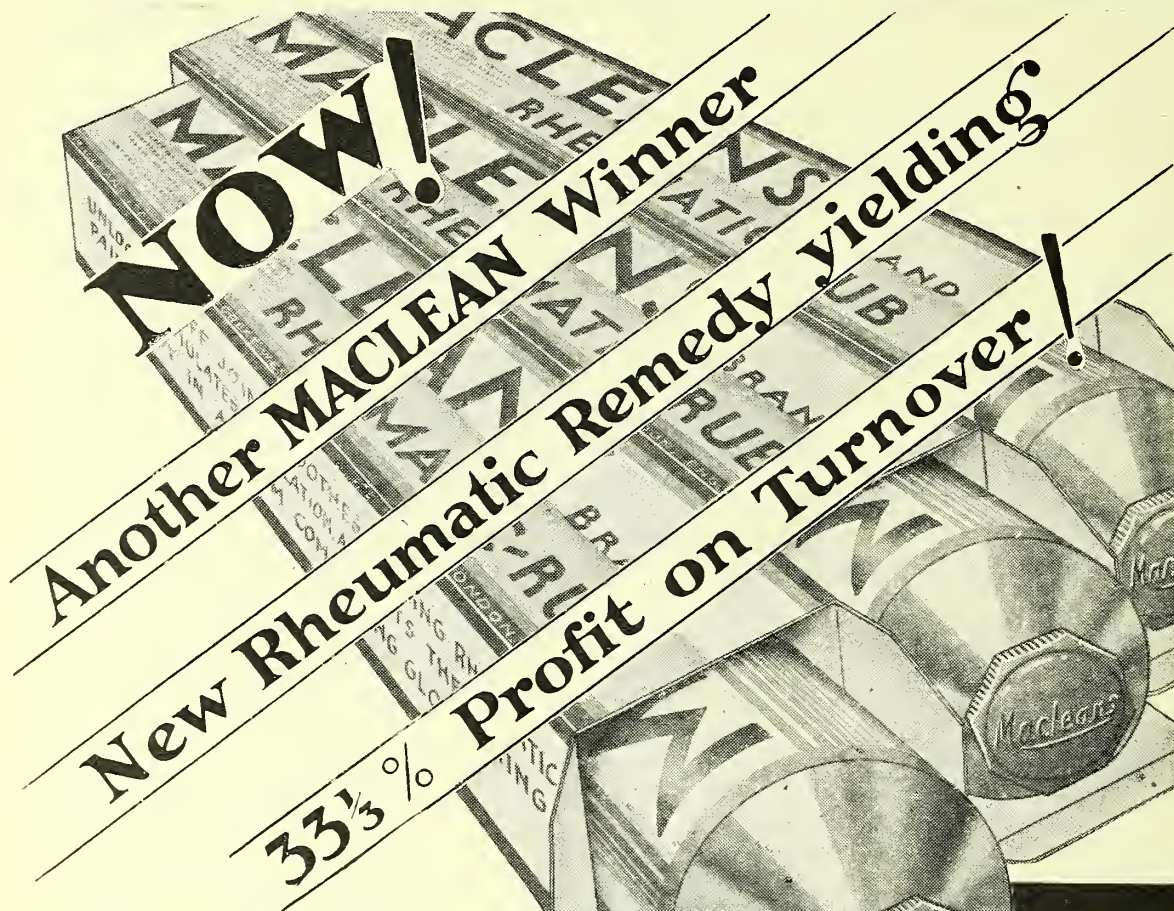
Norwegian medicinal cod liver oil cures and prevents rickets, develops strong bones and teeth, and fortifies the mucous membrane of the respiratory organs.



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And Macleans Brand Rheumatic Rub gives you the usual generous Maclean profits—33 $\frac{1}{3}$ % on turnover on our WINDOW DISPLAY TERMS. Order now, and profit by winter weather!

**PRICES:**

Small tubes 11/6 per doz.  
Large tubes 28/- " "  
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**RETAIL PRICE**

**1/3  
& 3/-**



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BRAND  
RHEUMATIC RUB**

Macleans Ltd., Great West Rd., Brentford. Telephone No.: Ealing 6616.



# THIS IS NEWS!



A DE-LUXE  
HEALTH SALT  
WITH THE EXTRA TOUCH  
IODINE!

For many years it has been our aim to supply chemists with a Liver Salt quite out of the ordinary and we believe we have attained this object in the NEW LINGFORDS LIVER SALT. It is of the highest quality and an IMPROVED formula and will be backed by national advertising which should make it one of your regular sellers for 1934. We recommend LINGFORDS LIVER SALT to the entire trade with the utmost confidence.

*"The Lancet" says:—*

*"This is a well-balanced medicinal salt . . ."*

*A doctor in York writes:—*

*"This is the best Liver Salt I have ever come across . . ."*

## LINGFORDS LIVER SALT

WITH THE EXTRA TOUCH—THAT MEANS SO MUCH!

*Sole Distributors to the Pharmaceutical Trade:—*

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86 CLERKENWELL ROAD, LONDON, E.C.1.

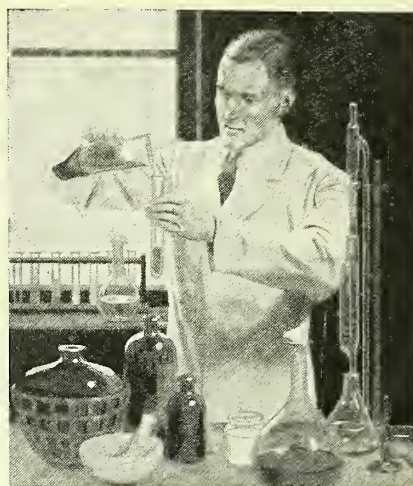
*Proprietors:*

Joseph Lingford & Son, Bishop Auckland, Co. Durham. *Manufacturers of Quality Powders since 1861.*



# COLLOIDAL SULPHUR

After many years of patient research by a well-known scientist the noted achievement of reducing sulphur to a colloidal form (showing the Brownian movement) opens up boundless possibilities for the greater use of sulphur in the realm of medical and cosmetic preparations. Colloidal Sulphur is being introduced first in a Complexion Soap.



## With its valuable properties unimpaired it has been embodied in COLREX SOAP

THE healing, antiseptic and cosmetic properties of sulphur are well known; but the activity is dependent upon the size of the particles and the manner in which such particles are produced—those resulting from grinding of physical methods being much less active than those precipitated from solution by chemical means.

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Each tablet is wrapped in "DIOPHANE" and packed in a neat carton. Striking display outers contain one dozen tablets.

# COLREX

## SUPERFATTED COMPLEXION

# SOAP



STANDARD TERMS P.A.T.A.  
Selling price 8d. per tablet.

- (a) Up to 3 dozen tablets - - 6/- per dozen NETT
- (b) 4 dozen tablets to 11 dozen tablets  
6/- per dozen less 2½% monthly a/c
- (c) 1 gross tablets and upwards  
6/- per dozen less 5% monthly a/c

Carriage paid on orders of 18/- and over.  
Delivery can be made immediately

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Wharfe House, 92 Upper Thames Street, London, E.C.4

Phone: Mansion House 4479



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## THE PAIN-KILLING ANTISEPTIC

You will be asked for this unique Antiseptic because:—

Dentists and Medical men throughout the country have acclaimed NALGO as the Antiseptic for which they have been waiting.

NALGO the efficient and pleasant gargle.

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NALGO for Septic Sockets, Spongy Gums, Pyorrhoea, etc.

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Manufacturing Chemists, MANCHESTER

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by merit &  
National  
advertising

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White Disinfecting Fluids—miscible in salt, fresh or brackish water Co-efficients 10/12, 18/20, 20/22.

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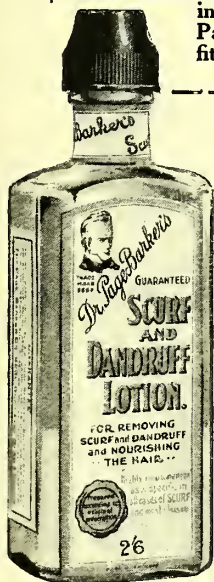


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36 BOTTLES	51 BOTTLES FOR	YOUR PROFIT
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*This offer definitely terminates Feb. 23, so send your Order Today*

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**SCURF & DANDRUFF LOTION**

**2/6**

THE HOUSE FOR

# DRUGGISTS' SUNDRIES

SURGICAL SUNDRIES  
HOT WATER BOTTLES  
B.P.C. DRESSINGS  
TOILET BRUSHWARE

TRADE



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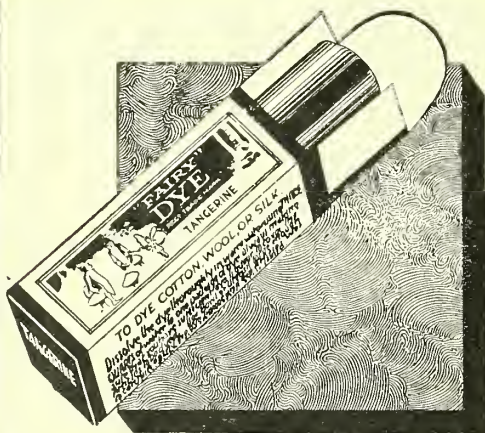
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## It pays to Concentrate on Advertised goods

### FAIRY DYES

are well advertised in the National Press and Ladies' Journals. They meet with a large and steadily increasing demand.

Sold at the popular price of 2d. per tube retail—attractively packed. 31 shades and colours.

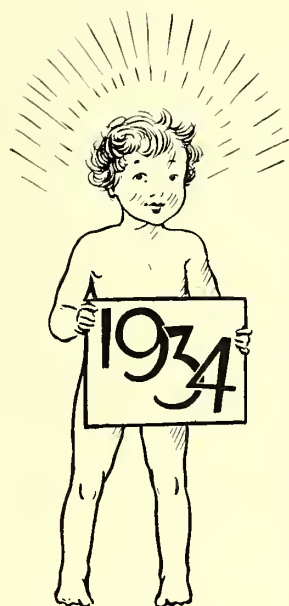
See that your stocks are up-to-date.





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BRAND  
**INDIGESTION TABLETS**

**PENETROL**  
INHALANT BRAND



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Tints No. 3

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DISCRETION IN THE CHOICE OF THE HAIR-DYE WHICH YOU SELL IS A BUSINESS NECESSITY



Discretion should tell you to stock and sell Nuctone. By chemical calculations it was made to be safe; over many years on the market it has established itself as "safe as a shampoo."

Order from your usual wholesaler.

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MANUFACTURED BY STEWART GOODALL & DUNLOP LTD.

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Modern designs expressed by British Craftsmen give an irresistible appeal to feminine eyes. . . .

Produced in a variety of attractive designs—Nickel, Gilt, Enamelled, Engine-Turned, Lacquered and Silver.

From all Wholesalers:  
Blackmore, Howard &  
Metherell, Ltd.  
53 Hatton Garden, London,  
E.C.1.

VOGUE  
Vanities



[2]



**"THE  
STATIC"**

Reg. No. 523,523

**TOOTH  
BRUSH  
BONEHANDLES**

**WHITE,  
UNBLEACHED,  
OR BLACK  
BRISTLES**

Names free on  
6 doz. lots.

**6/6 per doz.**

From all Wholesalers.

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EST. 100 YEARS.

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"Wherein the subtle savour of the Flowers  
sublimely dwells."

THE GREAT FLORAL AIR PURIFIER

A Trial will convince you that—

**PETAL DUST**, when once shown, creates its own demand, and is therefore a valuable adjunct to every "go-ahead" store.

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Attractive Advertising matter free on request.

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from Sole Producers:—

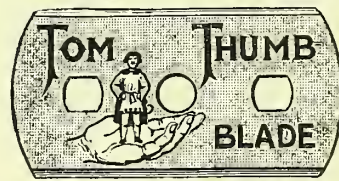
**The Rosmarine Manufacturing Co.**  
LONDON, S.E.1.

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IT SELL ITSELF**

Supplied on cards or  
boxed. Show cards  
with every order.

**1 D.**

Each  
Retail



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Razor Works, 146 West St., Sheffield

British Made

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**DECORATED TINS**

FOR PACKING

**OINTMENTS**

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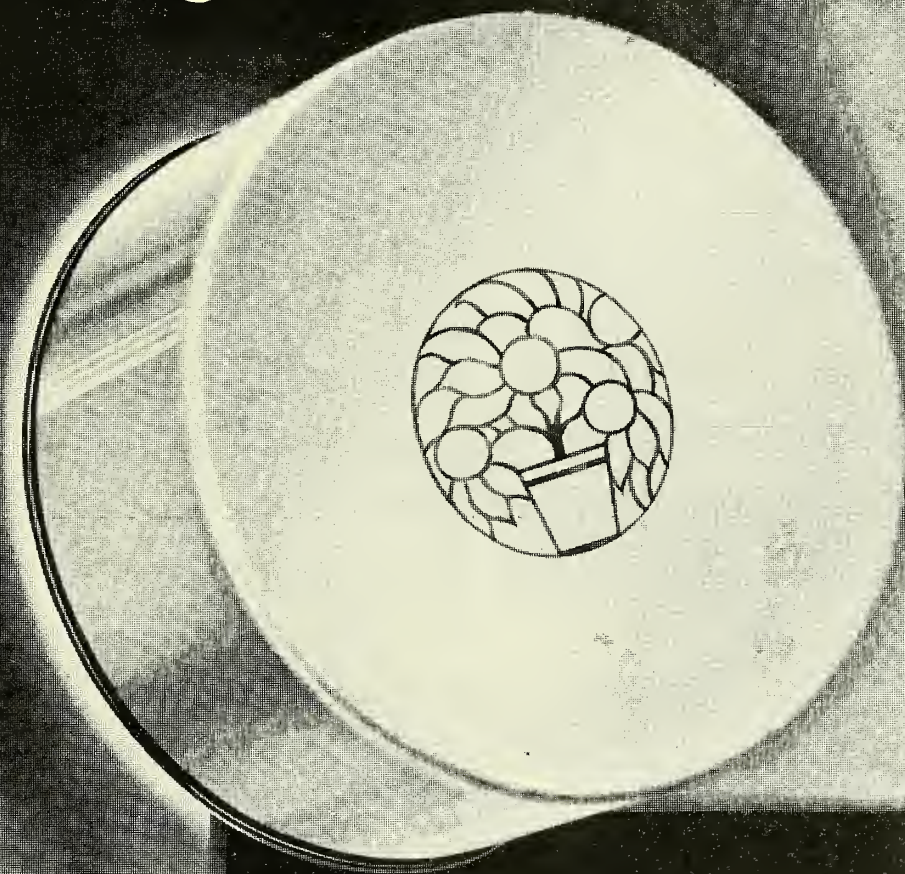
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CALDICOT, Nr. CHEPSTOW, Mon.



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Le Jade, Pavots d'Argent,  
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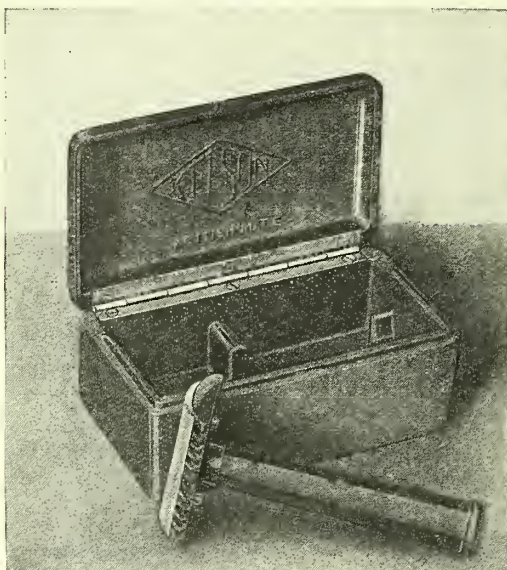
## A CREED OF NO-COMPROMISE

In spite of the tendency to bring all things of rare tradition within the reach of the million by ingenious imitation, we find there is still a cultured world of women to whom true luxury remains a necessity. For them, we are content to be the makers of this Powder de Luxe . . . in keeping with the tradition of Roger & Gallet for more than a century past . . . a tradition of aristocratic integrity both in quality and its price.

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LONDON and PARIS





## Bakelite Moulded Safety Razors

The makers of the Kelson Channel Razor, Messrs. Robert Kelly & Sons, Ltd., of Manchester and Liverpool, have adopted Bakelite Moulding Material for the construction of the razor head, handle and containing box.

They draw attention to the superior hygienic feature in comparison with metallic construction.

This is one of the many examples indicating that manufacturers of widely differing articles are appreciative of the superior advantages in the use of Bakelite Mouldings for their own productions. New markets are being constantly opened. The variety of permanent colours available gives opportunity of a wide choice.

Are you aware of the thousand and one uses of Bakelite materials? A copy of "Bakelite Progress" will be of interest to you and will gladly be forwarded on request.

# BAKELITE

Registered  Trade Marks

TREFOIL

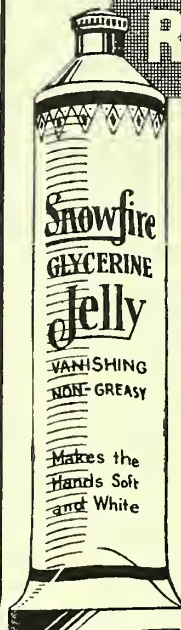
### BAKELITE LIMITED

68 Victoria Street, London, S.W.1

Telephone: Victoria 5441 (4 lines)

Works: Birmingham. (Established 1910)

For **GOOD SALES  
AND BETTER  
REPEAT SALES**



The splendid part about selling Snowfire Glycerine Jelly is the fact that every sale leads to more. Once a woman finds how Snowfire Glycerine Jelly keeps her hands soft and white in spite of hard work, she'll never be without a tube. She'll recommend it enthusiastically to her friends. And the market is further widened by men who use it after shaving. So make good displays—lively sales and big profits will reward you.

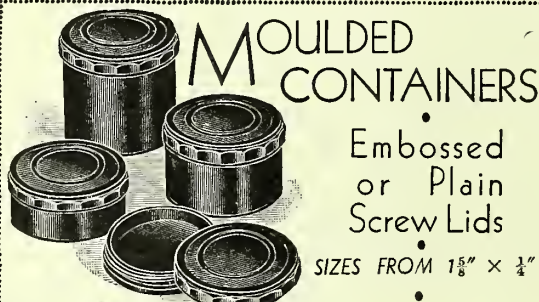
## Snowfire GLYCERINE Jelly

*Vanishing*

And for use at night to banish 'chaps,' there's a big demand for SNOWFIRE TABLET and SOFT SNOWFIRE.

Made by F. W. HAMPSHIRE & Co., Ltd., Sunnydale, Derby

Canada: WILFRED NOBLE & Co., 208 Victoria St., Toronto  
Australia: MESSRS. SALMOND & SPRAGGON (Australia) Ltd., 218 Kent Street, Sydney, N.S.W.



## MOULDED CONTAINERS

Embossed  
or Plain  
Screw Lids

SIZES FROM 1 1/2" x 1/4"

## RESYNTHITE Limited

Phone: National 7335 128/9 CHEAPSIDE, LONDON, E.C.2

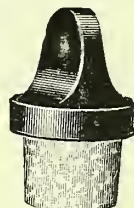
## STOPPERS

AND BAKELITE SCREW CAPS



200 Varieties  
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



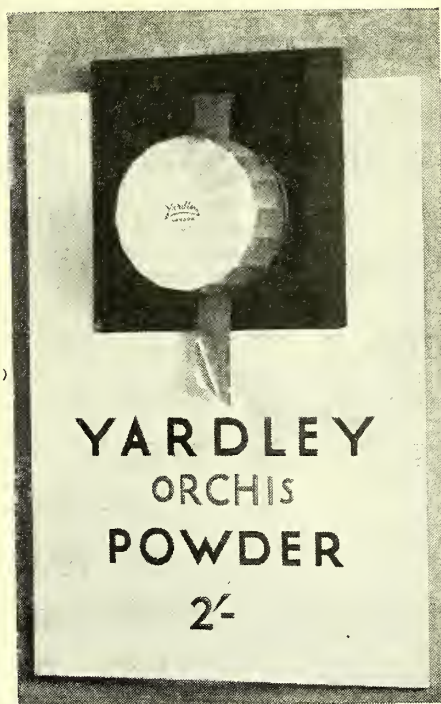
W. J. SHARPLIN, Ltd. Telephone: Mountview 0952  
Middle Lane Works, Hornsey, LONDON, N.8



# THIS IS THE ADVERTISED LINE WITH THE BIG SALE

From  
JANUARY 1<sup>ST</sup>

2'-



**I**T has created a new fashion in Face Powders  
and has the most rapidly increasing sale of any  
high grade Powder.

It is vigorously advertised and in constant demand everywhere; it is Standard Stock with all good Chemists and Perfumers and shows an exceptionally high profit when bought on best terms.

The strikingly attractive showcard illustrated above with its original method of attaching the Powder box is a powerful sales aid.

# YARDLEY

33 OLD BOND STREET · LONDON

# SPECIAL NOTICE

## TO RETAILERS

---

To-day, the public will accept no substitute for quality. That is why they are now heavily patronising retailers who strongly feature CAMILATONE in their windows and displays.

CAMILATONE is now being advertised in national newspapers with WHOLE PAGE advertisements. These are but the vanguard of one of the most spectacular and sustained campaigns ever attempted for shampoos. In addition, forty-two newspapers and nineteen magazines and periodicals appealing almost exclusively to women will carry

Camilatone advertising without abatement right through 1934.

**THEREFORE CAMILATONE OFFERS YOU A VERY SPECIAL OPPORTUNITY. FOR PROFITS' SAKE MAKE UP YOUR STOCKS SO THAT YOU HAVE PLENTY ON HAND. REMEMBER THERE ARE SPECIAL PARCEL DISCOUNTS AND BONUSES ON THE VARIOUS LINES.**

Most of all — feature Camilatone in your windows and on your counters and get the utmost benefit from this remarkable campaign.

Showcards are available on request and full details of special Bonus parcels will gladly be forwarded.



# PACKED GOODS

~~~~~

Our aim is to create the desire to buy by due attention to "get up." Each label is worded in pointed manner, an observation which applies to the show-cards, which we supply free of charge with practically every article. Our friends may rely upon the excellence and efficacy of each preparation packed by us, for we are fully cognisant of the continuous business which is the inevitable result of first-time satisfaction

~~~~~

## AYRTON, SAUNDERS & CO. LTD.

Telegrams : SUNDRIES, LIVERPOOL

'Phones : ROYAL 4861 (43 Extensions).

34 Hanover Street, LIVERPOOL, 1

And 44/46 North Lotts, DUBLIN, C.9

May we  
Express the  
Hope that the coming year  
Will be the happiest and  
Most successful you have  
Ever had, and that it  
Will see the fulfilment of  
All your desires, hopes  
And ambitions. That is  
The sincere wish of  
Thomas Waide & Sons Ltd.



THOMAS **WAIDE** & SONS Ltd.

DARLINGTON STREET, KIRKSTALL ROAD, LEEDS

*In the belief of our ability to serve you, and to serve you really well, during 1934, we hope you will not hesitate to communicate with us and allow us to help you with your Printing needs. Ideas, designs and economical production are always at your disposal.*





## The World's most Famous Soap

Pears Original Transparent Soap is now reduced in price from 6d. to  $4\frac{1}{2}$ d. Starting next week, one of the biggest advertising campaigns that even Pears have ever put out will announce this reduction to the public. History will repeat itself. The last price reduction of Pears Soap greatly increased its sales. It will happen again – on a very much larger scale.

Make sure of your share. Give Original Transparent good displays – on your counter and in your window. And see that your stock is adequate.

*\*For further particulars of the Price Reduction, write to your wholesaler or to A. & F. Pears, Ltd., Isleworth, Middlesex. We will gladly send you display material on request.*

*Pears*

ORIGINAL  
TRANSPARENT  
NOW  $4\frac{1}{2}$ d

THE PRICE OF PEARS GOLDEN GLORY REMAINS AT SIXPENCE

TP 114 29



**Best sellers**

The public is asking for **ZEAL** CLINICAL THERMOMETERS because they are:-  
**GUARANTEED TO STAY ACCURATE**  
**CONSISTENTLY ADVERTISED**

Made by  
**ZEAL**

—the name the public knows.

**G. H. ZEAL, LTD.,**  
 75 & 77, St. John St., London, E.C.1.



**SOL-VO**  
**SELLS ITSELF**



SOL-VO gives a good margin of profit to the Chemist and is economical for the customer because it contains nearly three times as much paper as the "so-called" cheap varieties. It pays to stock and display SOL-VO. Why not give it a trial?

**FORD, SHAPLAND & CO. Ltd.**

GT. TURNSTILE, HIGH HOLBORN,  
 LONDON, W.C.1

Telephone: Holborn 4695.

**"SURCO"**

RELIABLE

**ELASTIC HOSIERY**

SEAMED & SEAMLESS

For special garments to measure we maintain a 24 hour service.

:: **BODY BELTS** ::  
**TRUSSES** :: **SUNDRIES**

*Write for Catalogue.*

**SURGICAL HOSIERY CO., LTD.**

**Russell Street :: NOTTINGHAM**

Telephone No.: 75903.

Telegrams: SURGICAL, NOTTM.

The preference of women for Southalls Sanitary Towels brings steady sales all the year round.

- "ORIGINAL," most popular.
- "CELTEX," soluble.
- "K," made entirely of absorbent cotton wool, with very soft cover.
- "COMPRESSED," for Travelling.

SOUTHALL BROS. & BARCLAY LTD., BIRMINGHAM

**SOUTHALLS**  
 SANITARY TOWELS



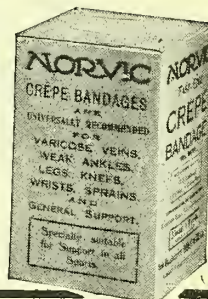
**NORVIC**

**BLUE CARTON**  
**CRÊPE BANDAGES**

The Blue Carton, prominently displayed in the window or on the counter, will increase your crêpe bandage sales enormously. A P.A.T.A. LINE with FULL 33% PROFIT.

From leading wholesalers.

Sole manufacturers: Grout & Co. Ltd.  
 35 Wood Street, London, E.C.2.

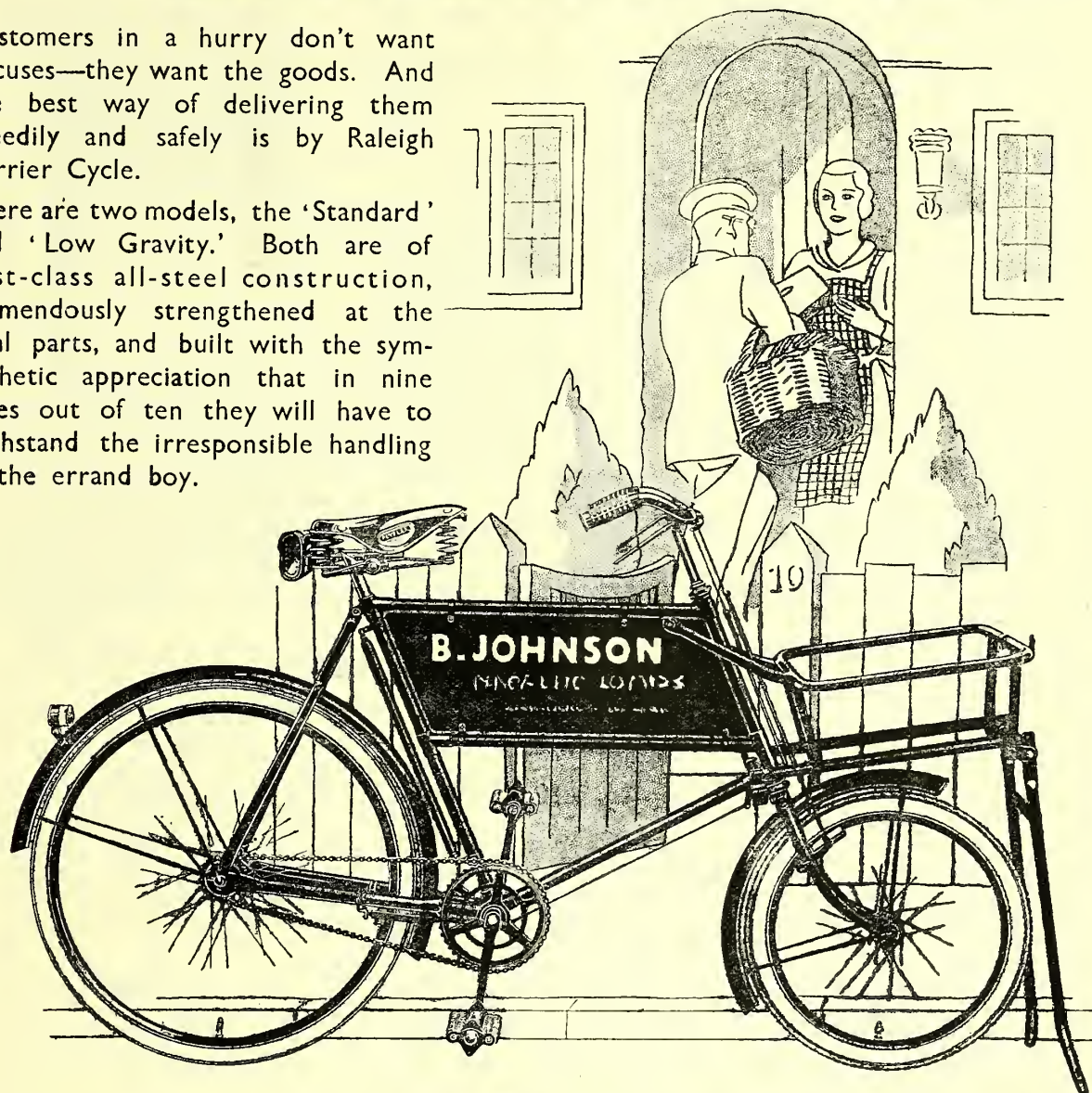




## “Can you let Mrs. Brown have her order in 20 minutes?”

Customers in a hurry don't want excuses—they want the goods. And the best way of delivering them speedily and safely is by Raleigh Carrier Cycle.

There are two models, the 'Standard' and 'Low Gravity.' Both are of first-class all-steel construction, tremendously strengthened at the vital parts, and built with the sympathetic appreciation that in nine cases out of ten they will have to withstand the irresponsible handling of the errand boy.



### LOW GRAVITY CARRIER

Specially designed for carrying heavy or bulky loads without skidding. An instantly operated stand built into the carrier is an important feature.

**£6.19.6** or 12 monthly payments of 14s. (no deposit).

Basket can be supplied at extra charge of 7s. 6d.  
Lettering on nameplate 5s. extra (30 letters each side).

### STANDARD CARRIER

at same price and terms.

EVERY RALEIGH CARRIER CYCLE has the finest equipment, including BROOK'S SADDLE, DUNLOP TYRES, etc.

DELIVER PROMPTLY BY THE  
RIGID, RAPID AND RELIABLE

# RALEIGH

## CARRIER BICYCLE

THE RALEIGH CYCLE CO., LTD., NOTTINGHAM



**AWARDED THE CERTIFICATE OF**  
  
**ENGLISH DRIED MILK**  
*Enquiries are solicited for the following:—*  
 Full Cream "Dorsella" Dried Milk  
 Half Cream  
 Separated "Paragon"  
 Casumen, Soluble Milk Proteid  
 Sweet Whey, Crystals or Powder  
 Kencream for Puppies  
 Unita (Dorsella and Casumen)  
 Dried Buttermilk  
 SUPPLIED IN BULK, TINS OR CARTONS  
*Quotations and samples on request*  
**PRIDEAUX'S, LTD.**  
**MOTCOMBE, SHAFTESBURY, DORSET**  
 'Phone No.: Shaftesbury 4

**LOSALL'S SALT**  
 Sells freely and readily. **PAYS 50% ON OUTLAY**  
 An infallible remedy for  
**GOUT, RHEUMATISM, ECZEMA and SKIN AFFECTIONS.**



**P.A.T.A.**  
 4 oz. tins 1/-  
 8/- doz. net  
 8 oz. tins 1/9  
 14/- doz. net  
 Bottles 2/-  
 16/- doz. net

Attractive advertising matter supplied on application  
**SOLD EVERYWHERE**  
*Manufactured by*  
**LOFTHOUSE & SALTMER, Ltd.**  
**HULL**

**SPECIAL**  
**CADIZ SHERRY**  
 Full duty, shipped expressly from our Spanish House for Chemists' use by  
**LAMB & WATT, Limited**  
*Established 1847*  
**46/48 St. Anne Street**  
**LIVERPOOL**  
*who also specially manufacture*  
**ORANGE WINE,**  
**"WIN FERRO" TONIC BLOOD WINE**  
**"CROWN" Brand LIEBIG'S MEAT AND**  
**MALT WINE, BROADWAY COCKTAIL,**  
**VIN FERRI CIT.**  
 Green Ginger, Raisin, Cowslip, Spiced Elderberry, etc., made only from the fresh fruit. Purity fully guaranteed. Highest Awards at all Exhibitions where shown.  
 Full Strength **AUSTRALIAN RED, TAWNY AND WHITE WINES, AUSTRALIAN SHERRY** and every kind of foreign wine.  
**DUMAS ★★ ★ BRANDY—DORADOS PORTS**  
**WRITE FOR PRICES AND SAMPLES**

**D C L BRAND**  
**YEAST**  
 This famous Brand of Yeast is now available for Medicinal use in—  
**TABLET FORM**  
**60 Tablets 1s. 6d.** **120 Tablets 2s. 6d.**  
 Retail Discount 33 1/3% Wholesale Discount 16 2/3%  
 All Orders Carriage Paid.  
 Supplies now available through usual Wholesale channels, and from The United Yeast Co., Ltd., London, Birmingham, Bristol, Leeds, Manchester and Newcastle, or from  
**THE DISTILLERS CO., LTD.**  
**EDINBURGH**  
 THE USE OF "D.C.L." YEAST WILL PROMOTE BETTER HEALTH AND IS RECOMMENDED FOR IMPROVING THE CONDITION OF THE BLOOD AND FOR THE TREATMENT OF SKIN ERUPTIONS, CONSTIPATION, INDIGESTION AND NERVOUS DISORDERS.



# "HIRE YOUR OWN DELIVERY SERVICE"

## SAVE CAPITAL OUTLAY—LOWER RUNNING COSTS



**LET US PUT YOUR NAME ON THIS VAN**

All the advantages of your own "Delivery Service" for one inclusive annual charge—really smart vans with bodies built to your order—capable uniformed drivers.

No transport worries—vans garaged and washed daily—replacement in case of breakdown without extra cost—load insured in transit.

# BEAN'S EXPRESS LTD.

Write for all particulars and fully illustrated booklet.

BEAN'S EXPRESS LTD., 122 GOSWELL ROAD, E.C.1.

Telephone: Clerkenwell 6372.

ESTABLISHED 1793.

The Best and  
Safest Infants'  
Medicine of  
over 130 years'  
standing.

**ATKINSON & BARKER'S**  
**INFANTS' PRESERVATIVE**

Does not  
contain  
any  
Scheduled  
Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

FINEST PURE LOFOTEN

**COD LIVER OIL**

BRÖDR AARSÆTHER A/S AALESUND,  
NORWAY



VETERINARY  
COD LIVER OIL  
A SPECIALITY

SOLE AGENTS FOR U.K. (EXCEPTING SCOTLAND)

**Freudentheil, Smith & Co.**

21 MINCING LANE, LONDON, E.C.3

Tel. Add.: "Freudenruf"

Tel. No.: Royal 6600

**STOCKS HELD IN LONDON**

AGENT FOR SCOTLAND: ANDREW STEVEN & SON, GLASGOW

# PURE ORANGE WINE

## A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopœia. (Wholesale only.)  
Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

## GARDINER

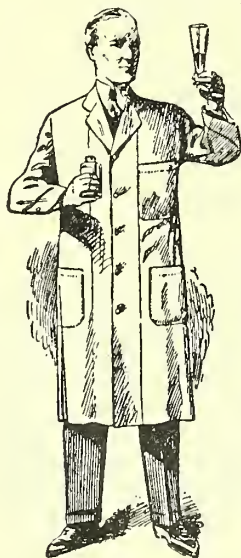
& CO. (The Scotch House), LTD.

1, 3, 5 Commercial Road, LONDON, E.1

2 mins. from ALDGATE, 1 min. from ALDGATE EAST STNS.

'Phone: BISHOPSGATE 6751

Overalls made from most reliable materials.  
New Price List on application



### JACKETS

White Drill	...	4/6, 5/11, 7/11
Khaki	...	8/6, 10/6
Black Poplin	...	12/6
Grey	...	8/6

### LONG COATS

White Drill	5/11, 7/6, 9/6, 11/6, 12/6
Khaki Drill	5/11, 6/11, 8/6, 9/6, 11/6, 13/6
Grey	7/6, 9/6, 11/6
Black	14/6

### DENTISTS' COATS

Stand Collar. Button on Shoulder	
White Drill	12/6, 14/6, 16/6
SURGEONS' "OPERATING" COATS	
White	12/6, 14/6
Women's Coat Overalls, with Belt. White Drill	8/11, 10/6, 12/6
Women's Crossover Overalls, with Belt. White Drill	5/11, 7/11, 10/6

Send chest measure and height.  
Special attention to post orders.  
Special prices for large quantities.  
If no account goods sent C.O.D.  
(or on approved references).

Hours 9-7. Saturdays 8 o'clock.  
Thursdays 1 o'clock.

## SELL BRITISH!

### HARROGATE SPA SPARKLING TABLE WATER

Bottled and Aerated for the Corporation of  
Harrogate from one of Harrogate's 88 Springs by  
CAMWAL LTD.

**AQUAPERIA** The British Medicinal  
Aperient Water

Bottled by CAMWAL LTD.

**CAMWAL Ltd.** Factories at: London, Manchester,  
Birmingham Bristol, Harrogate.

WEST END OFFICES: 123 Pall Mall, S.W.1

Telephone: National 1631.

## ROBERTS & NEWTON

**Label & General Printers,**

DOMINION HOUSE,

BARTHOLOMEW CLOSE,

LONDON, E.C.1

**Printers to the Drug Trade for over 40 years.**

Labels imprinted BY RETURN.



# THOUSANDS OF DOG OWNERS DO THIS EVERY WEEK Get Your Share of This Business

THOUSANDS of Dog Owners give their dogs Sherley's Tonic and Condition Powders every week, and other Sherley Products when necessary. There is a Sherley Remedy for every doggy ailment, and it will pay you to stock these popular quick-selling lines. They are protected at prices which show a wide margin of profit, and are sold on terms which eliminate all risk of loss. A postcard brings full particulars. A. F. SHERLEY & CO., LTD., 18 MARSHALSEA ROAD, LONDON, S.E.1.

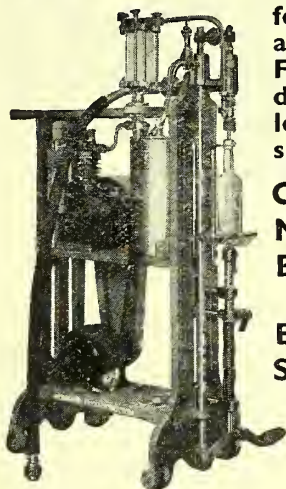
## STOCK ALSO SHERLEY'S

LACTOL and Lactol Biscuits  
WORM Capsules and Powders  
SKINCURE—Insect Powder  
CANKER Lotion and Powder  
LINTOX for Distemper  
Cough Tablets—Fit Tablets  
Anti-Gastritis Powders  
Wound Lotion—Eye Lotion  
Formalin Soap  
Shampoo Dry Cleaning Powder  
Dry Shampoo—Dry Cleaner



**SHERLEY'S  
DOG MEDICINES**  
are prepared by fully  
qualified Analytical and  
Pharmaceutical Chemists.

## ROBERTS' PATENT "LEO" VACUUM FILLER



for Glass, Stone,  
and Tin Bottles.  
Fills all sizes from  
drachm to quart—  
long, short or  
sprinkler neck.

Clean and Rapid  
No Over Filling  
Broken Bottles  
Rejected  
Easy to Clean  
Self Rinsing

WRITE FOR  
PARTICULARS

### Roberts' Patent Filling Machine Co.

T. ROBERTS, Proprietor,

35 Roundcroft Street, Bolton, Lancashire  
Makers of every description of Bottle Filling and Shallow  
Jar and Tin Filling Machine for the Chemists' use.

ALL RIGHTS RESERVED

## "Adaptocaps"

will give  
your bottles  
Distinction

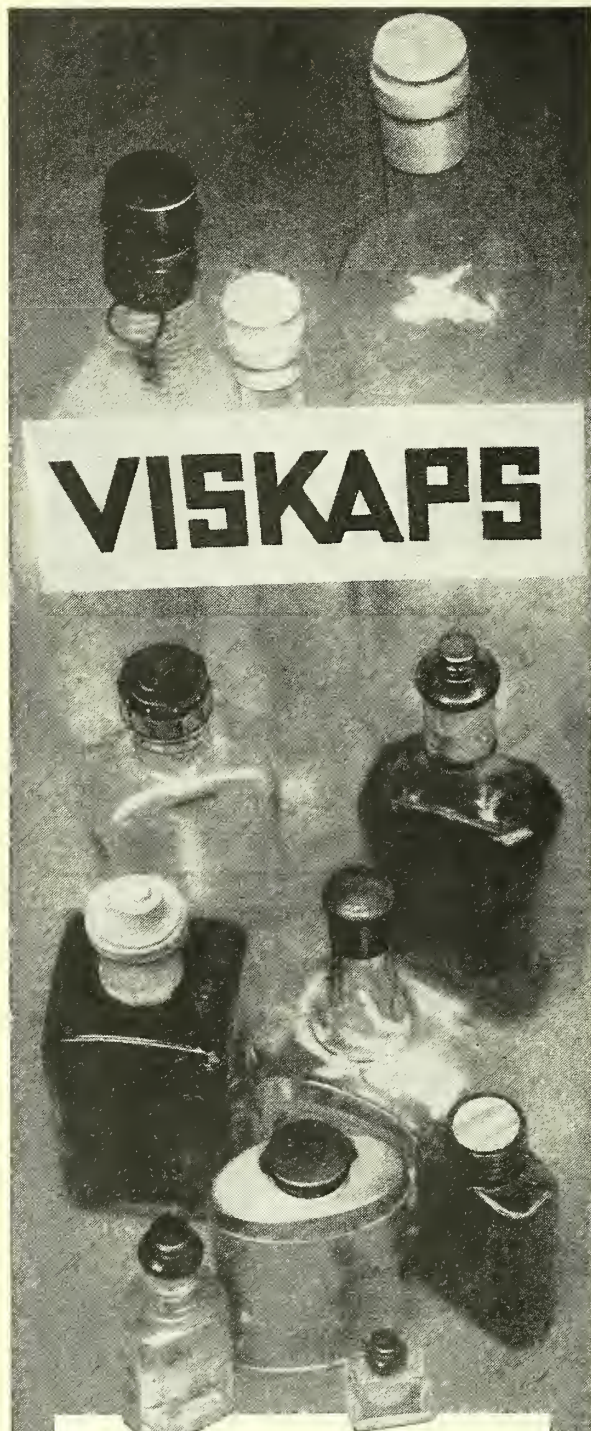
These Dry Bottle Caps are made in all sizes and  
colours, clear and opaque. They are Self Sealing, of  
unrivalled quality and BRITISH MANUFACTURE.

Special low rates for large contracts. Let us quote you.

### The London Capsule Co

EMPIRE WORKS, MITCHAM RD., CROYDON  
Telephone: Thornton Heath 3014






# VISKAPS

The ORIGINAL VISCOSE BOTTLE CAPSULES ensure security, hygiene and an attractive finish to every bottle. VISKAPS seal and mould themselves to the contour of almost any bottle and stopper. Supplied in Wet or Dry form. VISKAPS can be printed with lettering or design in fast ink. VISKAPS can be dyed to suit any colour scheme. VISKRINGS are similar to VISKAPS except that they leave the top of the closure open, thereby allowing any printing or device to be seen.

THE VISCOSE DEVELOPMENT CO., LTD., BROMLEY, Kent.  
 Visit our Stand E 67, at the British Industries Fair, Olympia

**BUY**  **BRITISH**

## PYRAMID CORKS

*are better than ever.*

**6 and 8 oz.**

N.H.I.	5 <sup>d</sup> .	per gr.
Ordinary	8 <sup>3d</sup> .	„
Fine	1/1 <sup>1</sup> / <sub>2</sub>	„
Finest	1/8	„
10 gross	carriage paid.	
20 gross	- - less 5%.	


Less 5% cash with order.

*Write for full Price List and Size Gauge.*

**N. W. Mitchell & Snow, Ltd.**

*"The Cork Firm."*

Limehouse, London, E. 14.




• **Winning new customers for over 40 years!**



*From your Wholesale House, please.*

A superior quality hygiene and a great favourite with women. Also SU-CAN Soluble, for easy disposal.

ROBINSON & SONS LTD., CHESTERFIELD & LONDON



**CHEMIST**

*Buy direct from the Makers*

**SCINTILLATING SIGN SERVICE**  
 68a COLEBROOKE ROW,  
 ISLINGTON, N.1

All Types of Chemists' Signs. Illuminated and Non-illuminated

**PRICES ON APPLICATION**



## You'll profit by his death



Rodine makes a quick end of Rats and Mice. You can recommend it with confidence to householders, factories, warehouses—for use on farms and all places overrun by rats and mice.

One Rodine user counted 300 dead rats after one application of Rodine.

It is the most effective rat and mouse exterminator and is being extensively advertised everywhere. Show Rodine on your counters. You will find it a highly profitable line to stock.

Retails in tins at 7½d., 1/3, 2/6 and 5/-

Sole Makers: THOMAS HARLEY LTD.  
Mfg. Chemists, Rodine Works, Perth, Scotland



# RODINE

## KILLS RATS & MICE

## Personal Tuition in— OPTICS

MANY SUCCESSES IN THE EXAMINATIONS.

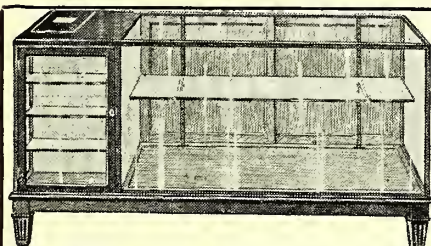
Your opportunity to

## QUALIFY IN OPTICS

**PRACTICAL WORK.** Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London. Expert tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.), the British Optical Association (F.B.O.A.), the National Association of Opticians (F.N.A.O.), and the College of Optics (F.C.O.).

Write for Syllabus:—

C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.I.O., F.N.A.O., F.C.O.  
50 HIGH STREET, BARNET, LONDON, N.



## The Ideal Chemist's Counter

No. C.D.F. 5191  
A new type of  
**COMBINED  
DISPLAY  
COUNTER**  
with Showcase  
and Cash Till, Con-  
structed of Oak or  
drawn plate glass. The display section is 4 ft. 4 in. long with panelled back doors enclosing 1 glass shelf. The interior is mirrored glass one end. At side is fitted a reliable cash till with showcase. front as shown. The showcase is 18 ins. wide and fitted with 3 glass shelves each 4 ins. deep. The case is mirror-lined at back and door is fitted lock.

£15.0.0 each

Deferred Payment Terms.—12 equal monthly payments of 26/3  
Full List of Showcases No. CD 1408 free on request.

**BUDLEY & COMPANY, LIMITED, 451 Holloway Road, London, N.17**  
City Showroom: 65 Fore Street, E.C.

# You can make 25% CLEAR PROFIT by selling "ZETT" for Home Marmalade making

Thousands of women will soon be buying "ZETT" for making marmalade at home. "ZETT" is a pure fruit pectin, in a convenient powder form, which saves time and fuel, gives a bigger yield, and ensures complete success every time.

These points will be appreciated by your customers when they see the forceful large-space advertising in the leading women's publications from January onwards. They will want "ZETT" at once for making marmalade—make sure that they get it from you.

We shall be pleased to send you advertising material, showcards and recipe leaflets on request.

"ZETT" will bring you new business, increased profits and satisfied customers, who will buy "ZETT" again in the Summer fruit season.

# "ZETT"

is packed in sealed cellophane-  
wrapped packages which retail at

7½<sup>D</sup> — 1/2 — 2/-

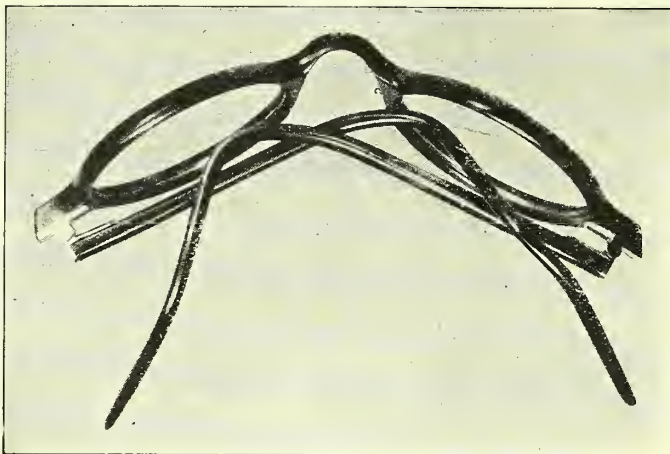
TRADE PRICES:

5/7½ — 10/6 — 18/-

Per dozen nett.

**MANUFACTURED BY BOVRIL LTD.**  
148/166 OLD STREET, LONDON, E.C.1

## REINFORCED UNBREAKABLE FRAMES



With our fully reinforced frame we give a two years' guarantee. This frame as shown can be bent into any shape by the fingers in a few seconds. We also supply a partially reinforced frame similar to above which is guaranteed to give satisfaction and can also easily be bent to *shape required*.

*Samples supplied on Approval on receipt of trade card.*

**JOHN BAIRD & SONS, Wholesale & Manufacturing Opticians,**

Telephone & Extensions: CENTRAL 541

Telegrams & Cables: SPECTACLES, GLASGOW (A.B.C. CODE)

70 MITCHELL STREET,

**GLASGOW, C.1**

ESTABLISHED 1889

### London College of Pharmacy

(Founded by H. WOOTTON, B.Sc.) C. W. GOSLING, Ph.C.

Principal: IRVINE G. RANKIN, B.Sc., Ph.C., D.B.A.

**SPECIALISTS IN TRAINING PHARMACISTS**



NEXT 6 Months' Course for Preliminary Scientific commenced Jan. 3rd, 1934. 3 months' REVISION course in BIOCHEMICAL ANALYSIS, Tuesday and Thursday Evenings, commenced Jan. 4th.

Apply to the Principal,  
361 CLAPHAM ROAD, S.W.9  
Telephone: Brixton 2161

### BATTLE'S VERMIN KILLER

Of all Patent Medicine Houses at 3/-, 5/- and 9/- per dozen.

In packets at 5d., 9d. and 1/3 each. (P.A.T.A.)

The *sure* destructive agent which may be confidently recommended by Chemists for quick clearance of rats and mice. (Users' testimonials on request.)

Prepared only by  
J. G. M. BATTLE, Ph.C., LINCOLN

**DYES** for PARTY FROCKS  
and STOCKINGS

Specially made for Chemists—



Wise Chemists recommend  
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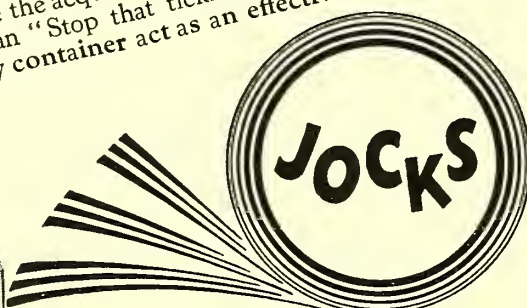
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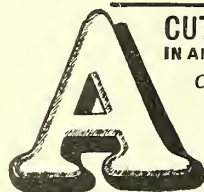
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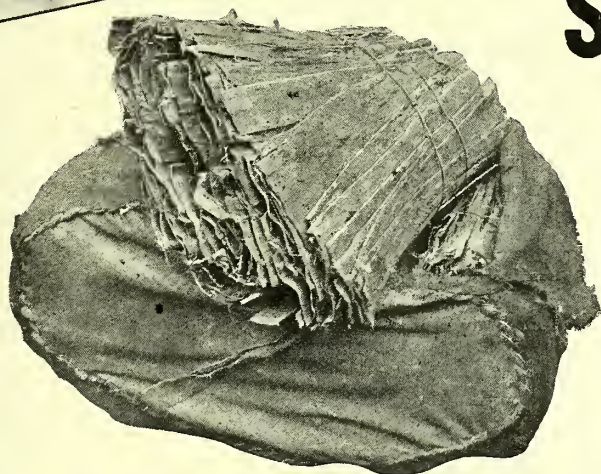
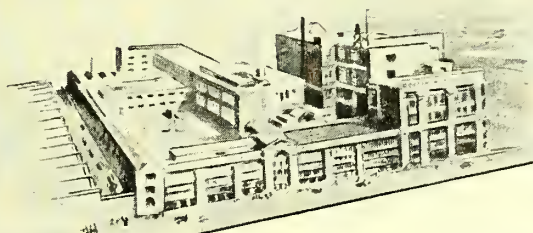
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A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

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## News of the Week

### Dangerous Drugs Acts, 1920-1932

(From "The London Gazette," December 29, 1933)

#### SUSPENSION OF WITHDRAWAL OF AUTHORISATIONS: DAVID DAVIDSON WATSON

The Home Secretary gives notice that he has suspended until further Order the operation of the Notice, dated February 24, 1931, and published in "The London Gazette" and "Edinburgh Gazette" on March 3, 1931, withdrawing from David Davidson Watson, M.B., Ch.B., St. And., the authority granted by the Regulations made under the Dangerous Drugs Act, 1920, to duly qualified medical practitioners to be in possession of and to supply raw opium, coca leaves and Indian hemp, and the drugs and preparations to which Part III of the Act applies; and has also suspended the direction, given at the same time, that it should not be lawful for Dr. Watson to give prescriptions for the purposes of the aforesaid Regulations.

Whitehall, December 29, 1933.

### Inquests

At Stepney, London, E., Bertram Nicholson, Pole Street, committed suicide by taking what was described as oil of wintergreen. A pathologist stated at the inquest that 6 oz. had been taken.

The St. Pancras (London) coroner held an inquest, on December 28, on the body of Mrs. Jessie M. Stanton, Caledonian Road, N. It was stated that she suffered from rheumatoid arthritis, and rubbed ointment into her shoulder to such a degree that the skin was actually burned. The coroner, recording a verdict of "Death by misadventure," said that the woman died from the septic

condition of the shoulder, but her death was accelerated by the septic burns which she herself brought about.

### Contracts

The following tenders have been accepted by the bodies named:—

Blackburn Education Committee.—C. A. Critchley & Co., Ltd., chemists, science materials.

Bridlington Town Council.—Mr. W. Marsh, chemist and druggist, drugs, etc.

Gravesend Education Committee.—Mr. F. A. Moore, chemist and druggist, drugs, etc.

Great Yarmouth Town Council.—Male & Co., chemists, drugs, etc.

### Liverpool

Mr. H. Humphreys Jones, F.I.C., Ph.C., has sent a valedictory message, as retiring president, to members of the Liverpool Branch of the Pharmaceutical Society. Mr. Humphreys Jones is succeeded by Mr. Harold Wyatt.

Mr. Charles J. Williams, a director of George Hadfield & Co., Ltd., chemical fertiliser manufacturers, Liverpool, was presented with his portrait in oils at a dance given by Mr. Williams to the staff and employees on December 29. Mr. Williams also received a piece of silver on behalf of the staff and employees.

### Sheffield

A. L. Simpkin & Co., Ltd., have just held a successful staff conference, followed by a Christmas dinner, at the invitation of the managing director, to the employees.

At Sheffield Police Court, recently, a fine of 20s., with costs, was imposed on Florence Eaton, Attercliffe

Road, with having sold dried mint which contained aianthus leaves.

### Miscellaneous

**IN THE COURTS.**—At St. Helens Police Court, on December 30, Gertrude Curd, Thatto Heath, pleaded "Guilty" to obtaining goods value 8s. 9d. by false pretences from Mr. Frank Halliwell, chemist and druggist, Heath Street, and to another charge. She was bound over for twelve months.

**CLOSING ORDER REQUESTED.**—At a meeting of the Chelmsford general purposes committee, the town clerk submitted a petition from the managers or proprietors of seven firms of chemists in the town, asking the Council to make a closing order for chemists in the borough as follows:—Monday, Tuesday and Thursday, 7.15 p.m.; Wednesday, 1 p.m.; Friday, 7.30 p.m.; Saturday, 8.30 p.m. The Committee was satisfied that a *prima-facie* case had been made out for the making of a closing order.

**SPORTING EVENTS.**—The Ipswich Chemists' Hockey Club met Debenham at home on Christmas day. The Debenham team was far too strong, and the chemists lost 4—0. They met the same team again on December 27, but were beaten 1—0.—Potter & Clarke's Association football "A" XI played A.E.C. in the Buchanan Cup on December 30, and won 4—1. The "A" side have played, up to December 30, 15 games and won 15, scoring 68 goals against 9, which is a very fine record. "B" XI have played 12 games, won 9, drawn 2, lost 1; goals scored 36, against 10. Potter & Clarke's Girls' netball "A" team played Unilever House on December 30, and won 25—5. The "A" team have played, to December 30, 8 games and won 8, scoring 148 goals against 92. The "B" team have played 6 and lost 6, scoring 56 goals against 96.

## Irish Notes

### Tuberculosis Dispensing in Belfast

At the monthly meeting of Belfast Corporation, on January 1, the chief tuberculosis officer submitted a report on the application of the Ulster Retail Drug Trade Association that the rates of payment and conditions of dispensing for non-insured tuberculosis patients should be the same as those in operation for insured patients entitled to medical benefit and suffering from any form of disease or ailment. After discussion, it was decided that, subject to the sanction of the Ministry of Home Affairs, the National Health Insurance system of pricing prescriptions and remunerating chemists be substituted for the system at present in operation, but that the Council reserve the right to decide what preparations may be dispensed by chemists and what products may be dispensed only at the institutes. The prescriptions are to be forwarded monthly as at present by the chemist to the chief tuberculosis officer, and to be transmitted by him to the Scottish Pricing Bureau set up under the National Health Insurance Acts. The accounts, as calculated by the Pricing Bureau, will be subject to the deduction of 6.3 per cent. at present made by the Ministry of Labour in respect of the dispensing for insured patients, provided (1) that the Pricing Bureau is prepared to undertake this work, and (2) that the chief tuberculosis officer is satisfied that the change has the approval of the whole body of pharmaceutical chemists at present dispensing for the Department.

### Brevities

Lucan Pharmacy, Ltd., have opened a pharmacy at Lucan, co. Dublin.

Mr. J. McCormack, Ph.C., has transferred his business from South Main Street to 14 Selskar Street, Wexford.

Mr. Patrick J. Hession, L.P.S.I., is opening a pharmacy in Dublin at the corner of Wicklow Street and Clarendon Street.

Mr. Victor Good, L.P.S.I., Macauley's Pharmacy, Roscrea, has obtained the Fellowship diploma of the British Optical Association.

Mr. E. A. Richey, Ph.C., 384 Newtownards Road, Belfast, has acquired the pharmacy carried on by Miss Wellwood, Ph.C., 28 Upper Newtownards Road.

The January Licence examination of the Pharmaceutical Society of Ireland will be held on January 15. The Assistants' examination will be held on January 25, and the Registered Druggists' examination on January 9.

Business in the Free State during the Christmas and New Year holidays was only a little below that of former years. In the large centres such as Dublin, Cork, Waterford and Limerick, pharmacists did a good business in gift lines, toilet goods and perfumery.

Mr. Robert Andrew, Ph.C., chairman of Andrew & Co., Ltd., chemists, Belfast, retired on January 1 after many years' service. Mr. John Kennedy, Ph.C. (managing director), has now become the principal of the business, which was established over forty-five years ago, and has its headquarters in the pharmacy at the corner of Oldpark and Crumlin Roads, Belfast. Mr. Andrew is a prominent member of the Scottish Association in Belfast, and has taken an active part in pharmaceutical affairs.

Dublin will have its quota of pharmaceutical social functions during the next few weeks. First comes the Irish Chemists' Golfing Society's dance, which is being held on the night of January 16, at the Leinster Hall, Royal Hibernian Hotel. Mr. Cyril Gibson's band has been engaged for the occasion, and dancing will be from 9 p.m. to 2 a.m. Tickets are 5s. each and are obtainable at the door. Another event which promises to be an outstanding success is the annual dance of the pharmaceutical chemists' and students', which is to be held at the Aberdeen Hall in the Gresham Hotel on February 1. The music will be supplied by George Hornsby's band, and an added attraction will be the large number of spot prizes. These have been presented to the committee by leading pharmaceutical firms.

Sir Thomas Robinson, a director of Hayes, Conyngham & Robinson, Ltd., had some pertinent things to say on the development of Irish industry at the annual meeting of the Dublin Branch of the Commercial Travellers' Association of Great Britain and Ireland, of which he is president. The past year, Sir Thomas said, had been difficult, but they had tackled their difficulties in such a way that they had overcome many of them. It would be ridiculous, he observed, to object to the development of local industries, but they wanted such products to be as good as they hitherto imported. There were, of course, many articles which could not be produced in this country, but so far as they could he was certain that the members of the Association were doing their bit to make trade go on as well as possible. He did not remember any year that had been so strenuous in commercial life as the year just passed. He looked, however, to some kind of settled conditions that would enable business to be run as it used to be, satisfactorily and smoothly.

## Scottish Notes

### Methylated Spirit Drinking

In the course of a letter to a Scottish newspaper a correspondent takes exception to the suggestion that the sale of methylated spirit should be confined to qualified chemists. The suggestion, he states, would cause very serious inconvenience to the great majority of legitimate users, and merely confer a "valuable" monopoly upon a certain class of traders. He advises that instead of any person obtaining a licence to sell methylated spirit by simply paying down a fee of 10s., no licence be granted without a certificate from the police that the applicant is a respectable trader who can be trusted with such a licence.

### Brevities

A fusion of interests between Pfaudler, Ltd., and Henry Balfour & Co., Ltd., Leven, has resulted in the erection of an engineering works at Leven for the manufacture of Pfaudler tanks.



Mr. T. Stewart Brechin, F.C.S., chemist and druggist, who has opened a pharmacy at 51 Boswall Parkway, Edinburgh, was well known in the East, having been in the service of Miller & Co., chemists, Kandy, Ceylon, for many years. He saw war service in France, Mesopotamia and the N.W. Frontier. Boswall Parkway is a new building area of Edinburgh, in the Granton district.

The annual reunion and dance of the Dundee School of Pharmacy Former Students' Association was held on Christmas night. A most enjoyable evening was spent. Dr. D. McCall, head of the Pharmacy Department, Technical College, president of the Association, welcomed the guests and gave a short account of the social events held during the past year. Prizes were won by Mr. R. D. S. Marshall and Miss Wright, Mr. McIntosh and Miss H. Lynch, Mr. and Mrs. G. Jamieson, and Mr. J. S. Reoch and Miss J. G. Brydon.

Mr. James E. Bowen, B.Sc., Ph.C., senior lecturer in Birmingham Central Technical College, has been appointed head of the School of Pharmacy at Robert Gordon's Colleges, Aberdeen. Mr. Bowen graduated in science at the University of Wales in 1922, with honours in chemistry. After pharmaceutical experience in Cambridge Hospital, Aldershot, and the Station Hospital, Lahore, he was appointed, in 1917, superintendent of the Government of India's medical stores and laboratories. On his return to this country Mr. Bowen was for some time works manager to a Manchester firm. For the past seven years he has been senior lecturer in the Pharmacy Department of the Birmingham Central Technical College.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

### Tuesday, January 9

*Pharmaceutical Society of Great Britain*, 17 Bloomsbury Square, London, W.C.1, at 8.30 p.m. Professor I. M. Heilbron, D.S.O., F.R.S. (Professor of Organic Chemistry, Manchester University), on "Isoprene as a Fundamental Unit in the Synthesis of Plant Products."

*Pharmaceutical Society of Great Britain, Birmingham Branch, Scientific Section*, Imperial Hotel, at 8.30 p.m. Mr. Maurice Smith, jun., on "The Manufacture of Surgical Ligatures."

### Wednesday, January 10

*Pharmaceutical Society of Great Britain, Exeter and District Branch*, Deller's Café, Exeter, 7.30 p.m. to 2 a.m. Whist drive and dance. Tickets, 7s. 6d. each, inclusive.

### Thursday, January 11

*Liverpool Chemists' Association, and Liverpool and District Branch of the Pharmaceutical Society*, Royal Institution, Colquitt Street, at 8 p.m. Dr. C. Theodore Green, D.P.H., F.R.I., on "British Fungi: Their Place in Nature."

*Salford Pharmaceutical Association*, 40 The Crescent, Dr. J. Ghosh (anaesthetist at Salford Royal Hospital) on "Sleep."

### Friday, January 12

*Edinburgh Chemists', Assistants' and Apprentices' Association*, 36 York Place, Edinburgh, at 8 p.m. Mr. Eric Knott, Ph.C., F.C.S., on "Notes and Queries." Mr. W. Stout on "Notes on Botanical Specimens."

## Topical Reflections

By Xrayser

### Your Bird's-Eye View

of what has happened in the realm of pharmacy during 1933 (*C. & D.*, December 30, p. 785 *et seq.*) must surely convince the thoughtful reader that, in spite of much which is hindering, the calling still shows marked vitality. The historian will probably decide that 1933 was a notable year for two things, if not three. The first and foremost was the passage through the Legislature of the Pharmacy and Poisons Act. The second was the recognition of the 1932 B.P. by the Ministry of Health as the standard for N.H.I. dispensing. And third may be placed the suggestions of the Council of the Pharmaceutical Society regarding the training of apprentices. It is good that pharmacists still have their problems and will continue to have them; it is a sign of growth. The need of the times is for a greater practical interest in them on the part of every working pharmacist and a less blind allegiance to those who are at the head of affairs.

### The Warning

in your editorial article (p. 705) entitled "A Grave Menace" is a fair statement of the implications of the growing practice of medical men not only to discuss, but also to put into force, schemes for supplying persons other than those who come under the provisions of the National Health Insurance scheme with medical benefits for a weekly contribution. These schemes resemble the old "club" arrangement. I am of opinion that many of these movements are due to the fact that medical men as a class have suffered considerably during the last two or three years from "bad business." Patients have not been plentiful, and there has been difficulty in getting in fees from those who have been treated. In addition, there is a growing number of medical men who regard themselves as "medical tradesmen." I am hopeful that the Pharmacy and Poisons Act, and especially Section 19, will affect medical practitioners more than either they or pharmacists imagine at present, and that more of them will decide to employ a qualified dis-

penser—a step which will not be favourable to cheap dispensing. The situation must be watched: it is a pity that local associations do not discuss such matters more. An effort should also be made in districts where schemes are actually working to get the dispensing into the hands of the pharmacists. I know of more than one case in which medical men were only too happy to get rid of their dispensing when they found the local pharmacists were anxious to do the work at a small remuneration.

### I Have Been Waiting

for a reply to the inquiry of "The Working Partner" (p. 715 and p. 774). I have found it. Frankly, I am rather surprised to learn that a business with total sales of £2,900 and gross profits of £950 should require a qualified assistant or manager, a porter, a girl bookkeeper to help with packing, and, in addition, the proprietor himself. One wonders what net profit is left for him. I consider that the book-keeping should be done by the proprietor and his assistant, and the expense of the girl saved. I shall be surprised if the statement of "S. 12/12" is confirmed that, in addition to those mentioned, a pharmacist in the South would engage an extra dispenser and a counter hand. Prior to the war I owned and ran single-handed, with an errand-boy, a business returning just on £2,000 per annum; afterwards I took a partner and together we worked up the concern to close on £4,000 without extra help. My sympathies are with "A.B.," who writes on "Overcrowding in Pharmacy" (p. 801). The letter is a human document. Unfortunately wages for the qualified assistant are so low at present that the unqualified man, no matter how good his references or experience may be, does not get a chance. I am hopeful that the now suggested method of training apprentices, if carried out, will limit the number of those entering the calling, through the lack of pharmacists who are able to give the necessary training. In a few years' time overcrowding should be a thing of the past.

## Legal Reports

**Dangerous Drugs Acts.**—At Liverpool Police Court, on December 28, Mr. Joseph Levy, chemist and druggist, Overbury Street, who was represented by Mr. H. Munro, pleaded "Guilty" to charges of having failed to enter in his dangerous drugs register the receipt of twenty-five omonopon tablets supplied to him; having failed to produce the register on demand by the police; and failing to register under the Business Names Registration Act. Mr. J. R. Bishop, prosecuting, said that Mr. Levy was a fully qualified chemist, and had graduated at Liverpool University. Detective-sergeant J. McGhie gave formal evidence. Mr. Munro: The register has now been found. There was no intention to mislead nor any element of falsehood in my client's explanation. This boy— The Magistrate: Why do you call him a boy? I protest against the term. Levy is a qualified professional man, dealing in drugs, carrying death and destruction to people. If he is a boy he ought not to be carrying on his business. Mr. Munro: He had to turn the shop upside down before he found the register among a pile of students' books. The Magistrate: If he really did lose it, it was criminal negligence on his part. Mr. Munro: Having mislaid this register he asked the officer for permission to obtain another. He could do no more. The register was eventually found by Levy's mother in the house part of the shop, which was used as a store place. The Magistrate: It is a disgraceful thing for a man in his position to allow the book to go like that. It is my duty to take a serious view of the case. Levy is seeking to earn his living in dealing in "dangerous" drugs, which might carry death and destruction unless they are properly dealt with. I find it difficult to accept the explanation offered as to the loss of the register. Fines of £25 on each of the first two summonses, and £5 on the third, were imposed.

## New Companies and Company News

P.C. means Private Company and R.O. Registered Office

**MURY (LONDON), LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of perfumers, chemists, etc. R.O.: 2 Denman Street, Piccadilly, W.1.

**GORDON FRAZER (HULL), LTD. (P.C.).**—Capital £750. Objects: To acquire the business of a chemist heretofore carried on by Gordon Frazer at 46 Hessle Road, Hull.

**J. T. LEAPER, LTD. (P.C.).**—Capital £750. Objects: To carry on the business of wholesale and retail chemists and druggists, etc. R.O.: 138 Burgoyne Road, Sheffield.

**ARTHUR WRAGG, LTD. (P.C.).**—Capital £2,000. Objects: To acquire the business of a chemist and optician carried on by A. Wragg at 11 and 13 Rustlings Road, Sheffield.

**J. J. THOMAS (CAMBRIDGE), LTD. (P.C.).**—Capital £1,500. Objects: To acquire the business of a chemist and druggist now carried on by James J. Thomas at 34 Trinity Street, Cambridge.

**GEORGE DUNN (CHURCH STRETTON), LTD. (P.C.).**—Capital £1,000. Objects: To acquire the business of a chemist and druggist carried on by George Dunn at 46 High Street, Church Stretton, Salop.

**COLREX PRODUCTS (GT. BRITAIN), LTD. (P.C.).**—Capital £5,000. Objects: To carry on the business of manufacturing chemists, manufacturers of and dealers in chemicals, acids, gases, disinfectants, etc.

**R. H. FAIRBURN, LTD. (P.C.).**—Capital £500. Objects: To carry on the business of wholesale and retail chemists and druggists, pill manufacturers, herbalists, etc. R.O.: 99 Wales Road, Kiveton Park, nr. Sheffield.

**TUDOR MINERAL WATER CO., LTD. (P.C.).**—Capital £2,000. Objects: To carry on the business of manufacturers of and dealers in mineral and aerated waters, etc. R.O.: Tudor Works, Abbey Road, Park Royal, N.W.10.

**HYDROGENERATION PRODUCTS, LTD. (P.C.).**—Registered in Dublin. Capital £1,300. Objects: To carry on the business of chemical engineers, pharmaceutical, manufacturing and general chemists and druggists, etc.

**STOCKWELL PHARMACY, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in chemicals, and chemists and druggists, etc. Solicitors: W. F. Foster & Hedge, 4 Raymond Buildings, Gray's Inn, W.C.

**J. L. & O. JONES (MORETON), LTD. (P.C.).**—Capital £750. Objects: To carry on the business of chemists, druggists, opticians, manufacturers of and dealers in salts, acids, drugs, medicines, toilet requisites, etc. R.O.: 14 Main Road, The Cross, Moreton, Ches.

**EUCRYL, LTD.**—Final dividend of 5 per cent. (making 10 per cent. for the year) on the preferred ordinary shares and 7½ per cent. on the deferred shares, paid on January 1.

**SANGERS, LTD.**—Interim dividend on the old ordinary shares has been increased to 8½ per cent., as compared with 7½ per cent. a year ago. Warrants will be despatched on January 31.

## Gazette

### Bankruptcy Acts

#### RECEIVING ORDER AND ADJUDICATION

**JONES, E. F.**, 39 Penywain Road, Cardiff, and **FOWLES, D. G.**, 14 Lon-y-dail, Rhiwbina, Glamorgan, manufacturing chemists, under the name of the Jevan Manufacturing Co., 9 Millicent Street, Cardiff.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1934, p. 304.

(From "The Trade Marks Journal," December 27, 1933)

"JAMPOT"; for fly-papers (2). "HORNEXA"; for a cement (50). By Kay Brothers, Ltd., St. Petersgate Mills, Stockport. 542,728/892. (Associated.)

"URICURE"; for medicinal tablets for gout, etc. (3). By The Acton Pill & Tablet Co., Ltd., Meadow Works, Stratford Road, Ash Vale, Surrey. B544,242.

"OKATONA" and "OKAVENA"; for medicinal chemicals (3) and for perfumery, etc. (48). By Hormo-Pharma, Ltd., 8 Duncannon Street, London, W.C.2. 545,112/112/118/119. (Associated.)

"CUTIPAX"; for medicated tablets, creams and ointments (3). By E. G. Inge, 55 Caithness Road, West Kensington, London, W.14. 545,921.

"PEREMESIN"; for all goods (3). By Chemische Fabrik von Heyden A.G., 57 Leipzigerstrasse, Radebeul, near Dresden, Germany. 546,389.

"DELIAL"; for medicinal chemicals (3). By Bayer Products, Ltd., 31 Basinghall Street, London, E.C.2. 546,402.

"SACHOIL"; for chemically treated sachets for permanent waving (48). By Gallia, Ltd., 26a Albemarle Street, London, W.1. 544,733.

"TRIKOL"; for preparations for the hair (48). By P. Hall, 31 Cumberland Mansions, Bryanston Square, London, W.1. 545,215.

"LIMELLA"; for perfumery, etc. (48). By L. Rose & Co., Ltd., 89 Worship Street, London, E.C.2. 545,955.



# Grocers' Federation Wants the Earth

IN "The Grocer" of December 30 we find the following statement:—

The Federation of Grocers' Associations of the United Kingdom, ever alert for the protection of the interests of grocery retailers, has submitted the following memorandum to the Home Office in order that the representations may be brought directly to the notice of the Poisons Board, which is now considering the matters referred to:—

1. The Federation would direct special attention to the evidence given on behalf of Medical Officers of Health before the Departmental Committee, in favour of making effective disinfectants easily available to the public.

2. Thousand of grocers have sold disinfectants for many years, and the limitation of "not more than 3 per cent. of carbolic acid and its homologues" has not been in the interests of public health. For example, the pharmacist sells Jeyes Fluid containing 27 per cent. of carbolic acid or its homologues. Both packs are sold at the same protected price and in the original packages. Grocers probably sell more Jeyes Fluid, and indeed, more disinfectants generally than chemists. In countless instances the user's order is given to the grocery roundsman when making his daily or weekly call. There is no evidence that the chemists provide the same facilities for easy ordering and supply of disinfectants. There is *not*, we submit, any greater danger in a grocer supplying an effective disinfectant in its original package than in a chemist handing such disinfectant in its original package over his counter.

3. The Federation suggests that there should be included in Part II of the list the following:—

"Carbolic acid, and liquid preparations of carbolic acid and its homologues containing those substances, contained in a closed vessel distinctly labelled in a prescribed manner, together with the name and address of the seller, and a notice of the special purposes for which the preparations are intended."

4. The Federation suggests that retailers other than registered pharmacists should be permitted to sell such things as liniments and other substances containing a small quantity of a scheduled poison, in original packages. Simple and popular remedies should, in the Federation's submission, be included in Part II of the list, having regard to public demand and convenience. Hundreds of our members' shops are in villages which do not possess a chemist's establishment. In North Wales, Cornwall, Cumberland and Westmorland, Durham and Northumberland, and East Anglia, for example, the villages are often remote from the towns. Simple

remedies and the like are obviously not stocked by housewives, and they are usually required urgently to alleviate a sudden small but distressing ailment. In the winter, in particular, it would be impossible for the housewife to make a journey to a town to procure the simple remedy. The submission is that regard should be had for public convenience and that no public harm can result from the sale of such simple remedies, by grocers, in original packages properly labelled and bearing a notice of the special purposes for which the preparations are intended.

5. The Federation expresses its definite dissent from the proposal that shops at which foodstuffs are sold should, *ipso facto*, be debarred from selling articles in Part II of the list or that such list should be curtailed by reason of the fact that the article would be on sale at, e.g., a grocery store. There is not a particle of evidence that there have been any detrimental effects from the sale, for many years, of disinfectants and simple remedies in grocers' shops all over the country, nor of any harm resulting from the sale of "preparations for use as sheep wash or for any other purpose in connection with agriculture or horticulture" in many country grocers' shops over a period of many years. If the suggestion of contamination of food has any basis, which is refuted by experience, then it must apply with particular force to many chemists' shops at which invalid foods are sold, bearing in mind the fact that in chemists' shops there are many scheduled poisons stocked which are not in original packages. In the hundreds of branches of multiple-shop chemists there are stocks of all sorts of merchandise, including foodstuffs, but no suggestion of "contamination" is apparently made against them.

6. It is of the utmost importance, the Federation submits, that the requirements as to regulations of sale should, in the public interest, be as simple as possible. It is urged that the regulations should provide that the labels of poisons in Part I and Part II of the list should bear a printed indication as to whether the article comes under Part I or Part II of the list. This would minimise any chances of error and would very considerably simplify the administration of the Act by the local authority.

7. The Federation asks that the fees in respect to sellers of poisons included in Part II of the list shall be fixed as low as possible, and in any event not more than 5s. per annum, which is the annual fee for a Patent Medicine Licence. It may be pointed out that under similar circumstances of registration under the Road and Rail Traffic Act, 1933, the fee for Private Carrier's (or C) Licence has been fixed at 7s. 6d. for *three* years, i.e., equivalent to 2s. 6d. per annum.

## Festivities

### Staff Functions

ON December 22, the directors of Macleans, Ltd., manufacturing chemists, gave a staff party in the restaurant at Great West Road, Brentford. The health of the directors was proposed by Mr. Charles Brown, the oldest member of the staff. Mr. Ashley Maclean, responding, paid a tribute to the untiring work of the members of the social club.

A most enjoyable function took place at the Scala Ballroom, Leeds, on the evening of December 29, when the staff and employees of Thomas Waide & Sons, chemists' printers, Leeds, were entertained to a social evening by the directors. Despite the inclement weather, the company numbered well over 300. In a brief speech the governing director (Mr. Edward H. Waide) paid tribute to the excellent service and loyalty of the staff and workpeople. The existing team spirit had enabled them to achieve a record year. Their present works were proving inadequate for the amount of business they were now handling, and he intimated that new premises had been acquired—much more commodious and up-to-date—

in which they hoped to be installed during the next few months. Mr. T. V. Waide also spoke, and Mr. James Wormald responded on behalf of the employees. Musical items were rendered during the evening by Mr. George Owen and Mr. R. Taylor.

### Manchester Events

A DANCE organised by the Junior Branch of the Manchester Pharmaceutical Association and the local Branch of the Guild of Public Pharmacists was held recently. This year a special effort has been made so that the Society's Benevolent Fund would benefit, but fog visited the city and suburbs, with the result that only 150 people were able to attend. Mr. W. E. Phillipson and Mr. H. Steinman were efficient as M.C.s.—On December 14, the second annual Christmas party, organised by the Junior Branch of the Manchester Pharmaceutical Association, was a great success. Held at the Victoria Hotel, the old-fashioned games were played with enthusiasm by young and old in a gathering of nearly 100 people. During the evening Mr. H. Steinman (chairman of the Junior Branch) presented to Mr. E. H. Simmons a cheque for £15 to hand over to the Benevolent Fund.



# Discussion on Hypnotics

THE following is an abridgment of the "British Medical Journal" report of a discussion on "The Uses and Dangers of Hypnotic Drugs other than Alkaloids" which took place at a combined meeting of the Sections of Therapeutics and Psychiatry of the Royal Society of Medicine on December 12.

SIR WILLIAM WILLCOX said that in treating a case of insomnia one should aim at treating the cause, and hypnotic drugs should be resorted to only when general measures had failed. He proceeded to a classification of hypnotic drugs on a purely pharmacological basis. Hypnotic drugs of low toxicity were the inorganic bromides, alcohol, phenazone and its derivatives, aspirin, and salicylic acid derivatives. Combinations of these with opium preparations or codeine were often effectual. Other hypnotic drugs of varying degrees of toxicity were the alcohol-chloral group. Chloral was a really good hypnotic, which had dropped out of use undeservedly. Paraldehyde was quite a good hypnotic, but not used to anything like its former extent. Avertin was one of the new drugs to be used with care, but it had come into extensive employment as a basal anaesthetic. Urethane was a mild and safe hypnotic, useful for children. Bromural was a safe hypnotic, quite useful, and not appreciably toxic. Sir William Willcox said that the barbituric acid derivatives had grown to a formidable list. Sometimes barbituric acid drugs were combined with analgesic drugs, but this he regarded as dangerous. In cases of a latent pyelitis or cystitis a very exaggerated effect was obtained. Defective liver function and hyperthyroidism were danger signals. The barbituric acid drugs might produce facial or visual paralysis and speech defects. Habit formation undoubtedly occurred. Such drugs should only be obtained on prescription from the medical adviser, and the prescription should be retained by the pharmacist, while the total quantity supplied should be well under a possible fatal dose.

DR. F. L. GOLLA said that two considerations should govern the employment of hypnotics—the first being the determination of which function of the nervous system was primarily responsible for the syndrome requiring hypnotic treatment; and the second, by which hypnotic this function was most readily affected.

PROFESSOR J. A. GUNN mentioned that this was the third discussion on hypnotics that he had attended. In all these discussions he had thought that the scope of the subject to be discussed was far too wide to allow of a definite decision being reached on any particular point. There were brains of normal excitability that might be kept awake by such abnormal cerebral stimuli as worry, and it was for this condition that bromides were specially available. Aspirin or phenacetin, by damping the afferent stimuli of the brain, might produce sleep by themselves, or might be the means of diminishing the required dose of a drug that acted as a cerebral depressant. He agreed that it was a bad plan to have these two things combined in a fixed proportion; it was far better to prescribe them separately. But a small dose of morphine might, when combined with chloral, be more effective in producing sleep than either drug would be alone. If the site of the insomnia and the site of the action of the hypnotics were known more narrowly it would be easier to fit the key into the lock. There were fine differences in the action of the brain shown by drugs which at the present time were grouped together as pharmacologically identical. One factor which ought to be better controlled was dosage.

DR. P. K. MCCOWAN said that cases of poisoning from paraldehyde were extremely rare. The only cases under his notice were patients who had taken large amounts in mistake for an ordinary draught. Outside India addiction to chloral was rare, but of all drugs of addiction it was the most likely to produce serious pathological changes. Sulphonal had fallen into an unmerited disrepute. If its tendency to accumulation was duly recognised, it was a useful drug, but he never used it for

periods longer than about a week. Its special value was in acute exacerbations of excitement in chronic psychoses. Trional was rather less cumulative. As to the barbituric acid group, the chief differences between its members were in the intensity of excitement before and after sleep and in the duration of their action. Recent reports were favourable to nembutal in psychiatric practice. With regard to the barbiturates in general, there was a consensus of opinion that as sedatives, and occasionally as hypnotics, they were eminently safe.

SIR JAMES PURVES-STEWART gave three cases within his experience to illustrate the occasionally unexpected toxic effects of barbituric acid compounds in ordinary doses, and he pointed out that, while in full doses these narcotic drugs exercised very widespread toxic effects on the whole brain, from the cortex right down to the medulla, in smaller and repeated doses they might have a selective action upon special groups of nerve cells.

DR. R. D. GILLESPIE strongly contested the views which had been put forward as to the danger of therapeutic doses of these drugs. After allowances were made for duplications, the number of cases recorded in literature indicating that these drugs in therapeutic doses were dangerous was extremely small. He did not believe that there was a case on record where either a single dose of the barbiturates or a repeated dose of therapeutic magnitude had caused death in the absence of complicating factors. There was no foundation for Sir William Willcox's assertion that the repeated administration of the barbiturates in one or more daily therapeutic doses was dangerous, although, of course, there were idiosyncrasies such as Sir James Purves-Stewart had just pointed out. With regard to the statement that the barbiturates predisposed to suicide, this was contradicted by a study of suicide statistics. During 1931 there were 5,147 recorded deaths from suicide, and in only thirteen of this number were the barbiturates the means adopted.

DR. G. W. B. JAMES said that he could recall only one medinal addict in his experience. He stressed the necessity for vigilance.

PROFESSOR ALFRED MAYER said that carbon monoxide, cyanide of potassium, ether, and other narcotics, however much their chemical structure and specific action might differ, led to brain changes identical as to quality and distribution.

DR. D. CURRAN gave some results of observations over a large number of cases in which nembutal was used. At first it was administered to the exclusion of all other drugs, and it soon became apparent that in the doses given its value as a sedative for continuous effect was limited.

SIR MAURICE CRAIG said that it was almost incredible that two physicians, both practising in London, like Sir William Willcox and Dr. Gillespie, could have had experiences with the drugs in question so widely different from each other as appeared to be the case. As Sir William did not himself prescribe the barbituric acid group, his opinion could have no great value. The speaker considered it a most unscientific course to condemn drugs on five or six unfortunate cases. One found that the same cases cropped up year after year; yet these drugs had been given successfully to many thousands of patients. It was an astounding statement by Sir William Willcox that those who took sedative drugs were prone to commit suicide. That must be untrue, otherwise the newspapers would be full of deaths from this cause being inquired into at coroners' courts.

SIR WILLIAM WILLCOX, in reply, complained of the serious warnings he had uttered being ridiculed by Dr. Gillespie. He had spoken out of sad experience of many cases during his long specialisation in toxicology. Both Dr. Gillespie and Sir Maurice Craig had failed, in their remarks, to realise the dangers connected with these drugs, and in support of his contentions he offered to give access to his notes of cases, which were undeniable.



# Those Coming Benefits

**I**N response to the invitation, in our issue of December 16, for comments on the benefits (if any) to be expected from the Pharmacy and Poisons Act, 1933, we have received several interesting replies. The best of these have been selected for publication, and a first instalment is given on this page.

By Floreat Justitia

It has been publicly stated on several occasions that under the provisions of Section 8 of the Pharmacy and Poisons Act, 1933, a registered chemist cannot carry on a "drug store" branch under unqualified management even if no poisons are sold thereat. If this is the law, it certainly does not appear to be equity. In round figures, it means that out of a population of 40,000,000 anybody except the 20,000 registered chemists could carry on a "drug store" without interference or penalty. In other words, one law for the registered pharmacist and another for the rest of the population.

In almost every town and village the multiple provision store, the grocer, hairdresser, and even the post office sell patent medicines, aspirin, Epsom salts—in fact, practically everything the chemist sells except poisons, and even a number of poisons can now be added by payment of a small registration fee. We are told that this is a "long-range" Act, the full benefits of which may not be felt for forty years. If this means that the Society has hopes even in that length of time of making the numerous vendors of patent medicines and so-called drug stores toe the line with the pharmacist in compelling them to run this part of their business under a registered chemist, then, if their hopes are ever fulfilled, our millennium will indeed have arrived. Assuming this to be the Society's view, is there a registered chemist who will not consider their optimism amazing?

At present the portion of Section 8 referred to will result in closing down a number of branch businesses run by pharmacists under unqualified management, as the turnover is not sufficient to justify a registered chemist being placed in control. While the Society thus penalises its members, whose interests it is presumably out to protect, it will no doubt be acclaimed with delight by other traders to whom it has handed over for nothing many of its members' businesses. It is to be noted that the premises of doctors, dentists and veterinary surgeons (good luck to them!) are not to be liable to inspection as are those of the registered chemist. The secretary of the Pharmaceutical Society, in explaining the Act in an address at Bradford, stated that "there is an appeal in the High Court against any decision of the Disciplinary Committee, but in most cases the right will scarcely be exercisable, for the Court will not interfere with the decisions of a domestic tribunal." How comforting for the registered chemist! The secretary says, in effect, "Now, boys, when we decide to punish you, you have the right of appeal to the High Court, but let me tell you beforehand that it won't be of any use." If this were not so serious, it would make quite a good joke if published in a certain well-known mirth-provoking journal. Those of us who are over fifty will no doubt agree that the full benefits of the Act will be felt in about forty years (at any rate, so far as we are concerned).

By the Thistle

The benefits of this Act to pharmacy are dubious in the extreme and, like a sweepstake, more likely to accrue to the promoters than to the subscribers. Was ever an Act placed on the statute-book which demanded so much from the body which it chiefly concerned yet promised so little in return? Many of us will be surprised if the year 1934 does not open the eyes of the rank and file to the fact that their birthright has been "sold for a mess of pottage." Since the Council has

asked the Government to sanction the imposition of various fees why cannot it ask for sanction to fix a minimum scale of fees for professional work, and demand that the business of a chemist and druggist shall be so protected that none but the duly qualified shall practise it? There is one hope left, however, and that is that at the next Council election those who pay the tune may also call the pipers.

By Tasli

The most apt description I can imagine of the new Pharmacy Act is to liken it to a mule—that quaint product with no pride of ancestry and no hope for posterity. As to its being long-range in effect, I am also reminded of the two soldiers who met. The first said, "Ave you 'eard of our new gun, Bill, wot can fire twenty miles behind the enemy's lines?" "Lumme," replied the other, "that ain't nothink—ole Jerry's got a gun wot can 'it our Divisional 'eadquarters." The Act is not only long-range but blasting in its effect, which is with two exceptions to tear from pharmacists their last shred of vested interests, the exceptions being that we shall be graciously allowed to continue N.H.I. dispensing coupled with a new Part I Poisons Schedule comprising all the poisons which are a nuisance to handle.

The Part II Schedule (about which our leaders profess to have no idea of what it will contain) will embrace all poisons in general and domestic use the sale of which has hitherto been restricted to chemists. These sales will now be permitted to any licensed person, especially the touting grocer, who will readily be able to prove his need to be a licensed vendor, more especially as if he gets short of stock, or doesn't know just how the stuff is used, he will always be able to get supplies and information from any chemist. For years we have degraded ourselves in the eyes of the Press, the public and the politician, and we now wake aghast to find that we are taken at our own valuation. What has the Pharmaceutical Society ever done to ensure that the craft as a body should faithfully discharge the trust reposed in it by the original Pharmacy Acts? Almost nothing. Real control has always come from outside. Sanitary inspectors test our drugs, N.H.I. inspectors our dispensing; we are not trusted even to dispense dressings except as received from the makers, and now practically complete control is assumed by the Home Office with the Society as an advisory body.

What have we gained? The restriction of the place-name "pharmacy" to duly qualified persons. Is there anything to stop anyone calling their shop "The Medicine Shop" and displaying and selling drugs, patents *et hoc genus omne* with the exception of scheduled poisons? Will it stamp out the little general shop with its stock of "chemistry"? Will it make the herbalist put up his shutters or eliminate the unqualified dispenser in doctors' surgeries? Of course not. Some profess to think that there is some subtle provision which will at "long-range" bring some kind of monopoly to the retail pharmacist. Monopolies are anathema to the English. Even the medical profession, strong as it is, has no monopoly of healing, as witness osteopaths, herbalists, diet specialists, etc. All we shall have a monopoly of is panel work (at a price). A *résumé* of views on the new Act expressed by responsible authorities boils down to the fact that nobody knows what will happen until it does; at the same time a nice comfortable fat little crowd of new jobs has been created, and the yearly share-out should—until pharmacists are extinct—prove worth while. We have really a perfect *reductio ad absurdum* in that it is admitted that no one can get a living out of pharmacy, so that he really makes a loss—and that loss is to be taxed more. We are to be penalised for being pharmacists. For years we have dispensed at cut rates, given free samples, bonuses, free service, change, advice, delivery, etc., and we now marvel that we are taken at our own valuation, which is *nil*.



# Ophthalmic Benefit Joint Committee

Chemists who undertake ophthalmic work under the National Health Insurance Acts will be interested in the second interim report of the Ophthalmic Benefit Joint Committee, a summary of which is given below.

AMONG the many matters relating to the provision of satisfactory appliances that have been considered, the most important are:—(a) Quality and prices of imitation shell frames; (b) Methods of supervising the provision and guaranteeing the quality of appliances; (c) Preparation of a standard optical letter.

## IMITATION SHELL FRAMES

The Committee have had before them much information of a technical nature, and have arrived at the conclusion "that imitation shell frames should be manufactured of casein products, as being safest and most durable of any at present known, but reserving their right to recommend the use of some other material if as the result of experiments at present being undertaken some more satisfactory substance is discovered."

## SUPERVISING THE QUALITY OF APPLIANCES

It is obviously of little advantage to publish a scale of prices, and lay down standards of quality, without in some way organising a service to ensure that such provisions are honourably observed. The difficulty in setting up machinery which would be entirely effective in securing the object in view is that in its present form and at the present time the Committee has neither the statutory powers essential for complete supervision, nor the funds necessary to undertake a service which must involve a fairly substantial cost. Meanwhile it has been agreed:—

(1) That all frames and lenses supplied for insurance work shall be of British manufacture, thus better enabling a check to be imposed on quality and source of supply.

(2) Pending the Committee's recommendations as to a scheme of systematic supervision and supplies, the Associations of Manufacturers and Wholesalers be invited to assist the Committee in guaranteeing the provision of the standard quality gold-filled and imitation shell frames.

(3) That, if practicable, all frames and lenses be branded with a special mark which would indicate the source of manufacture and supply.

(4) That all approved societies accepting an optician's sight testing examination and prescription be urged to make use of the Standard Optical Letter, which provides for the optician completing same to enter into a contract with the Society undertaking to observe the terms and conditions laid down in the Schedule, and agreeing that matters in dispute arising from the provision of appliances shall be submitted to the sole and final decision of the Ophthalmic Benefit Joint Committee.

## STANDARD OPTICAL LETTER

It is hoped that the form of Letter which has been prepared by the Committee may prove the solution of societies' difficulties in this regard. The following matters in connection with this Standard Letter may be specially noted:—

(a) The schedule of prices of the four principal classes is printed on the Letter so that both optician and insured person are made familiar with the details of the scale, and the insured person knows exactly what is estimated for.

(b) In regard to work coming within Classes 1 to 4, the optician can proceed with the work on receipt of the Letter specifying the society's grant without further reference to the society, thus avoiding delay and administrative costs.

(c) Where special lenses are required details must be given and the society's authority secured.

(d) In the very exceptional cases coming under the heading of "Special Estimates" the optician must communicate full details to the society and obtain its sanction before proceeding.

(e) The Letter provides for a space in which the individual society may print particulars of its grant.

(f) In the section addressed to the optician, and which must be completed by him, provision is made so that the optician in effect signs a contract to give treatment in accordance with the decisions of the Ophthalmic Benefit Joint Committee.

(g) In Section C, provision is made to meet those cases in which the optician or the approved society wishes to make use of some form of clearing house and desires payment through such channel rather than direct from the society.

It is hoped that the form of Letter devised may prove simple and effective, and be forthwith adopted by all societies accepting an optician's sight testing examination and prescription. Where societies provide, either generally or in particular cases, both ophthalmic medical examination and optical appliances, they are required to use a somewhat different form of Letter.

## STANDARD OF OPTICAL SERVICE

It was arranged for the approved society members of the Committee to visit and report upon the examinations of certain optical associations. An endeavour was made to secure the services of a person specially qualified to measure the value of examinations, such as a university examiner, so that the approved society representatives might be assisted to arrive at a correct judgment of the value and bona fides of the various examinations at present being held in the optical world. Unfortunately, the Committee was not successful in their quest for an independent expert, and they have been equally unfortunate in satisfying themselves on the merits of certain examinations that have been visited and reported upon by the approved society members of the Committee. They have also given some attention to the bona fides of the form of constitution of certain organisations, and here again they have not up to the present felt fully assured on many matters as regards some of the bodies claiming to be genuine optical associations. It is for that reason that the Committee decided to compile its own Register or Panel of Opticians who, in its considered judgment, have attained a sufficiently high standard of ability in optics to qualify them to be entrusted with the administration of this National Health Insurance Benefit. Their first step, following that decision, was to invite examining optical associations claiming that their members who had secured their certificates or diplomas were qualified for inclusion on such Register, to make application to that effect, and support the application by oral evidence before the Committee (see C. & D., October 21, 1933, p. 492). Up to date, five examining bodies have had their applications before the Committee, who after hearing the evidence, still feel that it is essential to obtain more expert opinion than is possible within the Committee's membership. They have, therefore, invited a distinguished public official to nominate some suitable person who will assist the Committee by an inspection and full report of certain optical examinations. It will also be essential to consider applications to be included in a Register from individual opticians who urge that, although they have not submitted to any examinations, which after all are not recognised by statutory authority, they are equally well qualified by virtue of long years of practical experience in this work.



## CONSTITUTION OF COMMITTEE

Chairman ...	Sir R. J. MELLER, M.P.
Secretary ...	J. A. NEWRICK, C.B.E.
W. B. BARKER ...	Joint Council of Qualified Opticians.
W. H. CHAMPNESS, D.L.	Joint Council of Qualified Opticians.
G. E. HOUGHTON...	Joint Council of Qualified Opticians.
J. H. SUTCLIFFE, O.B.E.	Joint Council of Qualified Opticians.
L. MORETON PARRY ...	National Association of Opticians.
W. RITCHIE ...	Ophthalmic Supplies, Ltd.
J. J. LAWS ...	Institute of Chemists-Opticians.
I. G. AITCHISON ...	Guild of British Consulting Opticians.
J. R. HOWARD ...	Association of Dispensing Opticians, Ltd.
S. L. DUFF, C.B.E.	National Conference of Friendly Societies.
H. WHITE ...	National Conference of Friendly Societies.
C. G. IZARD ...	National Conference of Industrial Assurance Approved Societies.
J. S. PIKE...	National Conference of Industrial Assurance Approved Societies.
G. W. CANTER ...	National Association of Trade Union Approved Societies.
G. C. BOWERS ...	National Federation of Rural Approved Societies.
H. LESSER ...	National Federation of Employees' Approved Societies.
C. TUCKFIELD ...	Association of Deposit Societies.
F. G. HARRIS ...	National Federation of Dividing Societies.
P. ROCKLIFF ...	National Union of Holloway Friendly Societies.

## SCHEDULE OF PRICES.

*Net Charges with Lenses (of All Powers) and including Case.*

	With sph. lenses	With cyl. lenses	With one sphere and one cyl. lens
	s. d.	s. d.	s. d.
<b>Class I</b>			
Nickel-rimmed spectacles or eyeglasses ...	3 6	7 6	5 6

**Class II**

(a) Gold-filled rimmed spectacles or eyeglasses of quality specified in the definition below.	10 6	15 6	13 0
(b) Rimless eyeglasses of finger-piece pattern with toggle tops of quality specified in the definition below.			

**Class III**

(a) Ordinary Windsor pattern, the gold-filled portion of quality specified in the definition below.	15 6	20 6	18 0
(b) Imitation shell spectacles with sides of either imitation shell material or of gold-filled, of quality specified in the definition below.			
(c) Rimless spectacles with gold-filled bridge, joints and sides, of quality specified in the definition below.			

**Class IV**

Gold-filled spectacles with xylo-covered eyewires and half xylo-covered sides of the Companion or similar type, white gold-filled semi-rimless, etc., the gold-filled portions of quality specified in the definition below ...	21 0	26 0	23 6
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Plus 5s. for sight-testing examination in all cases where undertaken by an optician.

As regards organisations which provide both ophthalmic examinations and optical appliances, they are bound to pay to the examining surgeon a fee agreeable to the medical profession, and therefore the total cost may be in excess of the scale of charges set out in this schedule.

## REPAIRS AND REPLACEMENTS

	New frames to own lenses	New lens to own frame	sphere and 1 sph. cyl. or sph. cyl.
	s. d.	s. d.	s. d.
Class I ...	3 0	3 6	8 6
Class IIa ...	8 6	3 6	8 6
Class IIb ...	6 6	7 6	12 6
Class III ...	11 0	7 6	12 6
Class IV ...	16 6	7 6	12 6

## ADDITIONAL CHARGES

**PAD BRIDGE FRAMES:** For pad bridges, with xylo pads, to Class I frames, 3s. extra, and for Classes II, III and IV, 4s. 6d. extra.

**SPECIAL LENSES (OF ALL POWERS):** For prismatic powers,  $\frac{1}{2}$  to 6 prism dioptres, add 5s. 6d. per pair extra; for meniscus lenses—extra over flat price, 6s. per pair; for toric lenses—extra over flat price, 9s. per pair; for Crookes's lenses—extra over flat price, 6s. 6d. per pair for spheres, 9s. 6d. per pair for cyls. and sphero-cyls. For fused bifocal lenses—extra prices: For flat spheres, cyls. and sphero-cyls., 20s. per pair; for meniscus and torics, 26s. per pair.

## ALTERNATIVE ARRANGEMENTS

The schedule of prices set out (including the additional charges) is a maximum scale, and no Approved Society should be permitted to recognise a higher scale for optical appliances. If an optician quotes prices lower than those herein set out for the same appliance or an appliance of an equivalent quality, it should be clearly understood that an optician who offers such reduced prices as an inducement either to an insured person or an Approved Society for the purpose of securing business commits a breach of the understanding on which this scale is based.

Frames or lenses not included in the above schedule, such as solid gold frames, solid bifocals, if prescribed as a necessity to the insured person for specific reasons, such as employment in acid fumes, or technical impossibility of making fused bifocal lenses to the correction required by the patient without obvious colour disabilities, special estimates shall be considered by the Approved Societies with a view to an additional grant being made, if accompanied by a statement from the optician certifying why such special requisites are desirable.

Where appliances outside the above Schedule (including the additional charges above) are desired, they should only be obtainable by the insured person at his own cost outside the Additional Benefits Scheme, with the exception that minor variations in the make-up of appliances, if the quality remains the same and the price to the optician is not less, can be supplied to the insured person at the same rate.

## STANDARDS OF QUALITY

**FRAMES:** All gold-filled frames supplied to insured persons under the Approved Societies Schemes of Additional Benefits shall be of British manufacture, guaranteed to assay at not less than 1/10th 10 ct., or 41.7/1000 fine gold when finished, with all cores, pins, screws, washers and other extraneous material excluded before assay.

**LENSES:** Lenses must be of finest white glass and free from noticeable bubbles and veins and having surfaces free from noticeable scratches, striæ, abrasions, waves and chips. The power of both spherical and cylindrical grindings and the axis of cylindrical lenses shall be correct to within the limits of tolerance of accuracy laid down from time to time by the Physical Society or the Optical Standards Committee, or such other representative authority who concern themselves with the establishment of such standards. No prismatic power by decentration or otherwise shall be present, other than that called for by the prescription, which shall be greater than the degree of tolerance allowed by the same authority.

It has been agreed by both optical and approved society groups on the Committee that the New Schedule shall operate from February 1, 1934. The Associations of Wholesalers and Manufacturers have assured the Committee that their members will have in hand the necessary stocks of the new quality of appliances agreed upon ready for distribution by that date.

**DISPENSING (NEW STYLE).—"The Dairymaid"** (Express Dairy Co., Ltd.) for January 1934 contains the following:—"Humanised Milk, Peptonised Milk, Koumiss and other Modifications of every description prepared in the Company's Laboratories. Physicians' own prescriptions carefully dispensed."



# Trade Notes

**COLREX SOAP.**—Colrex Products (Great Britain), Ltd., Wharfe House, 92 Upper Thames Street, London, E.C.4, have placed on the market under the name of Colrex superfatted complexion soap, a product which contains



colloidal sulphur and lanolin. The tablets are enclosed in cartons as shown in the illustration, while details of prices and so forth are given in the advertisement pages. National advertising of the soap is to commence shortly.

**ZETT.**—Bovril, Ltd., 148 Old Street, London, E.C.1, call attention to their pure fruit pectin for sale by chemists to those who will shortly be making marmalade. The pectin is supplied in powder form under the name of Zett and is to be extensively advertised in the leading women's publications.

**IODINE.**—Reference was made in the *C. & D.*, December 23 (p. 772), to the termination of the agreement between the Chilean producers of crude iodine and a group of chemical manufacturers who have had the sole right to manufacture salts from this iodine. Antony Gibbs & Sons, 22 Bishopsgate, London, E.C.2, who represent in this country the Asociacion de Productores de Yodo de Chile, invite those interested to write to them regarding prices and conditions of supplies. The iodine is guaranteed not less than 99 per cent. and can be supplied in any quantity.

**WRIGHT'S COAL TAR SOAP.**—Wright, Layman & Umney (1932), Ltd., 44 Southwark Street, London, S.E.1, have sent us samples of the toilet size and the



bath size of Wright's coal tar soap in the new style of package referred to in last week's *C. & D.* (p. 782). The cartons are printed in yellow and brown and a photograph is reproduced above.

**BONUS.**—Particulars are given on another page of a special offer relating to Dr. Page-Barker's Dandruff Lotion. Orders for this well-known preparation should be sent to Thomas Christy & Co., Old Swan Lane, London, E.C.

**OSTOMALT BONUS.**—Glaxo Laboratories, 56 Osnaburgh Street, London, N.W.1, announce that during the month of January they are repeating the Ostomalt bonus parcel offer which was first made last October. There is also new literature and a new showcard for Ostomalt. The Ostomalt booklet contains complete information about the sources and functions of the four principal vitamins. The new showcard, a photograph of which is reproduced here, naturally emphasises the economy of the product. This showcard and a supply of the booklets will be included in every bonus parcel. Pharmacists stocking Ostomalt and requiring further show material will be interested in a set of counter tickets which are available.



**PRICE REDUCTION.**—A. & F. Pears, Ltd., Isleworth, have reduced the retail price of their Original transparent soap and a rebate is to be allowed on stocks held by the trade on January 1. Chemists who have not yet received claim forms should communicate with the company. The price of Golden Glory soap remains unchanged.

**MACLEANS, LTD.,** manufacturing chemists, Great West Road, Brentford, have arranged for a striking advertisement to be inserted in the "Daily Herald" on January 19. The company's products to which reference will be made are:—Hydrogen peroxide, peroxide vanishing cream, Mayfair hair preparations, Oslo pine tar shampoo and bath salts, Haylox inhalant, glycerin and honey jelly, peroxide shaving cream and Rheumatic Rub. The last two are new lines. Chemists will be interested to note that at the recent salesmen's conference it was stated that the policy of the company would



continue to be sound, steady advertising, generous profits and no "stunts." Gift schemes were simply a means of inflating sales for a period, and their effect could not possibly be lasting. They were a nuisance to manufacturer and retailer alike.



## Marriages

**RIDSDALE—SYKES.**—At Harehills Avenue Methodist Church, Leeds, on December 26, 1933, John Parkin Ridsdale, chemist and druggist, to Annie Elizabeth Elsie Sykes, chemist and druggist, daughter of Mr. H. V. Sykes, Ph.C., Leeds.

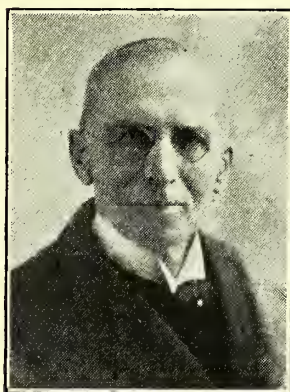
**SMITH—HOLMES.**—At Laverstock Parish Church, Salisbury, on December 26, 1933, Sidney James Smith, chemist and druggist, to Wilhelmina Jane Holmes.

### Silver Wedding

**HIGGINS—HARTSHORN.**—At Darlington Street Wesleyan Church, Wolverhampton, on December 20, 1908, Arthur Tatton Higgins, chemist and druggist, to Jessie May Hawthorn. Present address: 203 Heather Road, Small Heath, Birmingham.

## Deaths

**SOUTH.**—At 207 Grove Lane, London, S.E.5, on December 22, 1933, Mr. John Arthur South, for forty



Mr. J. A. South

years manager of John Steedman & Co., 272 Walworth Road, S.E.17, aged seventy-four. Mr. South, who was the eldest son of the late Mr. John South, of Alton Hall, Stutton, Suffolk, was born at Ramsey, Essex, and joined Messrs. Steedman & Co. in 1891. Steedman's Soothing Powders are one of the oldest existing British proprietary medicines, having been on sale continuously since 1820. Mr. South was one of the witnesses called by the Select Committee on Patent Medicines in 1913, and his evidence disclosed the fact that the formula for

Steedman's Soothing Powders given in "Secret Remedies" was inaccurate and incomplete. Of late years Mr. South had been in failing health, though he was able to take part to some extent in the affairs of his firm. In his leisure he found recreation in reading and in bridge.

**BURR.**—On December 25, 1933, Mr. William George Burr, chemist and druggist, 161 Stoke Road, Gosport, aged thirty-five. Mr. Burr, who was born at Peterhead, enlisted in the Gordon Highlanders in 1915, and served throughout the war, being wounded five times. In spite of the fact that his war experience wrecked him physically, he followed up his early training at Aberdeen by qualifying, and afterwards commenced business at Gosport. Mr. Burr was greatly respected; he was the treasurer of the Gosport Tennis Club and a member of the Gosport Brotherhood and Portsmouth branch of Toc H.

**CORBYN.**—On December 30, 1933, Mr. Joseph Hartwell Corbyn, chemist and druggist, Stradbroke, aged eighty-nine. Mr. Corbyn, who was the son of a chemist, was for some years in the manufacturing department of a London firm. He took over a business at Stradbroke thirty-one years ago, and in 1928 formed a limited company to continue it. For many years he was a chorister at Stradbroke Church, and he had great success as a comedian; few entertainments for charitable purposes lacked his support in this way. He had appeared as an entertainer only a year since.

**DICKSON.**—At Bruce Terrace, Low Blantyre, on January 1, Mr. Hugh Reid Dickson, chemist and druggist, 270 Glasgow Road, Blantyre, aged forty-seven.

**HERBERT.**—At Croydon, on January 3, 1934, Mr. Edward Herbert, aged eighty-three, of Ludford House, Duppas Hill, Croydon, chairman of Kemball, Bishop & Co., Ltd., chemical manufacturers, Crown Chemical Works, Bromley-by-Bow, E.3. Service on Saturday, January 6, at 2.30 p.m., at the Parish Church, Croydon.

**HUGHES.**—On December 20, 1933, Mr. Gordon Hughes, chemist and druggist (Hewlins & Hughes, chemists, Bridge Street, Leatherhead).

**WHITEHOUSE.**—At Wartell House, Wellington Road, Dudley, on December 22, 1933, Mr. Joseph Whitehouse, a director of Raybould, Whitehouse & Co., Ltd., manufacturing chemists, Wellington Road, aged sixty-six.

## Personalities

**MR. GERALD A. FRANCE**, managing director of Scott & Turner, Ltd., manufacturing chemists, Newcastle-upon-Tyne, has had to undergo an operation while on holiday in the South.

THE New Year honours announced in the Press are unusually barren in interest so far as pharmacy and its allied trades are concerned. Sir Richard Glazebrook, K.C.B., D.Sc., receives the K.C.V.O.; and Mr. Charles Coles, principal of Cardiff Technical College, is awarded the O.B.E.

**MR. D. W. CANTLE**, senior London representative of D. & W. Gibbs, Ltd., Wapping, E.1, is retiring after forty-eight years' service, and the annual staff dinner held on December 28 was made an opportunity to present him with a silver rose bowl. Earlier in the day his colleagues on the staff had presented him with a silver cigarette box and a china cabinet. He will be succeeded by Mr. W. H. Jones.

At a recent gathering of past students of the Birmingham School of Pharmacy in the dispensary of the Technical College Mr. H. Berry, B.Sc., Ph.C., was presented with a set of cut-glass tumblers, etc., from the past students. The presentation was made by Mr. Lawrence. Mr. Berry expressed his deep appreciation of the gift, and said he would always look back with pleasure on the years spent in Birmingham.

## Business Changes

**MR. D. G. CORDINER**, chemist and druggist, has commenced business at 33 Front Street, Whitburn, Sunderland.

**DUNSBYS** (Mr. David Dunsby, chemist and druggist), late of 202 North Street, Leeds, have opened a new pharmacy at 147 Park Road, St. John's Wood, London, N.W.8.

**MR. E. T. MANLEY**, chemist and druggist, has purchased the business of Mr. J. C. Chappell, known as Chappell's Drug Stores, 38 Hindmans Road, London, S.E.22.

**MR. T. STEWART BRECHIN**, F.C.S., chemist and druggist, has opened a pharmacy at 51 Boswall Parkway, Edinburgh.

**S. FIGGIS & Co.**, 45 Fenchurch Street, London, E.C.3, have taken into partnership Mr. Terence S. E. Figgis and Mr. Edward N. Bradley, grandsons of the late Mr. Samuel Figgis.

THE manufacturing and agency business carried on at 31-33 Banner Street, London, E.C.1, under the title Newberys Wholesale will in future be known as Newberys & Phillips, Ltd.

**RONSHIM & MOORE**, 11A Wormwood Street, London, E.C.2, have established, as from January 1, their own branch in Manchester at 14 St. Peter's Square. Telephone: Central 6346.



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"Atoleine  
Sedist,"  
London."



Telephone :  
Bermondsey  
1141

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In addition to concise definitions of these technical  
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important ailments. Price 3s. 6d., by post 3s. 8d.

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296 pages and consists of formulas for medical pre-  
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in Great Britain outside the London district. Price 3s.  
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**DISEASES AND REMEDIES.**

Now in its sixth edition (March, 1931). It has been  
carefully revised by an experienced medical practitioner  
and parts of the book have been rewritten. Price  
5s., by post 5s. 3d.

**THE PHOTOGRAPHIC CHEMIST.**

This is a concise guide to chemists commencing and  
carrying on a photographic department. The book is  
a reprint of the treatise in *The Chemist and Druggist  
Diary*, 1926, with additional chapters and formulas.  
Price 3s. 6d., by post 3s. 8d.

**THE ART OF DISPENSING.**

The tenth edition of this well-known work is now  
ready. The book has been thoroughly revised and  
considerably improved, while maintaining the features  
which have made it so popular with several generations  
of students. It is kept by chemists in the dispensary  
for ready reference in cases of difficulties arising in the  
course of the day's work. Price 8s., by post 8s. 6d.

Published by "The Chemist and Druggist"

28 Essex Street, LONDON, W.O.2

Branch Offices: Manchester and Sheffield, England.  
Glasgow, Scotland. Melbourne and Sydney,  
Australia. Auckland, New Zealand.

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-  
hand suppliers of the undermentioned articles will be appreciated.

J/30 Anilaine (or similar)	B/15 Orchid milk
peptone derivative	L/31 Pyolo
M/27 Birkbeck's distemper	B/11 Protoplast
cure	P/23 Sickera No. 357
P/22 Cocoa	W/21 Syr. Vita-Phosph Co.
B/21 Domino ointment	



# THE CHEMIST AND DRUGGIST

VOL. CXX. JANUARY 6, 1934 NO. 2813

## A Call for Energy

THE year now entered into marks a new epoch in the evolution of pharmacy in this country. New burdens are to be imposed on the pharmacist, who will be called upon to carry on his calling under new conditions and under a method of supervision hitherto unknown in this country, without receiving any compensation such as is granted to his *confrères* in other countries. The realisation that the new Pharmacy and Poisons Act will not bring the millennium in its train, and that it is even questionable whether any benefits are to be expected from its operation, is emphasised in the numerous letters we have received in response to the invitation in our issue of December 16. A selection from these letters appears in this issue (p. 7). We regard them as admirable in tone and phrasing; and we commend their points to the attention of our readers—especially the remarks on the extent to which pharmacists are perforce making a present of some of their business, in the near future, to other traders. If we may judge from inspired utterances of recent date, this fact is slowly being realised at the headquarters of the Society. In our view, such apprehensions as we now publish are fully justified, since pharmacists are confronted by economic problems some of which the new Act only intensifies.

### Some of Our Problems

Let us remind our readers of some of these problems. We have already mentioned the incubus of the Pharmacy and Poisons Act; but before we leave that subject we may call attention to the memorandum submitted to the Home Office by the United Kingdom Federation of Grocers' Associations, reprinted textually on p. 5 of this issue. This manifesto, though not entirely unexpected, is entirely hostile to pharmacy. Turning to other kinds of competition, the beginning of 1934 finds price cutting still rampant. Gift schemes, an old enemy of chemists' interests, call for concerted action. An attack on the chemist's privilege in regard to the sale of "known, admitted and approved remedies" in the near future may, in all probability, be expected, and such an attack can only be resisted by presenting a united front. The medical menace in respect of dependants of National Health Insurance patients, outlined in our issue of December 9, constitutes a very real problem that does not brook delay.

### The Common Task

We have no desire to lecture at large on the various steps that should be taken to solve these different kinds of difficulties; but we suggest that this is a case for clear and energetic thinking on the part of everyone concerned, and particularly on the part of our younger pharmacists, who have not, on the whole, given hostages to tradition and precedent. And in this category we include not only those young in

years but all still young in heart and imbued with the will and enthusiasm to promote the welfare of the craft. It is only by well-distributed effort that the pharmaceutical house can be put in order. This is not the time for "leaving it to others" or for the "cannot be bothered" attitude. Every one of us can to some extent share in any action that may have to be taken to resist encroachments, whether they threaten the business or the professional side of our calling. Unless we are to finish by sharing the distribution of medicines with automatic machines, we must discountenance a policy of drift. The local associations can, as we said a few weeks ago, assist in this matter; and the National Pharmaceutical Union, which has just held an alert and encouraging conference of delegates, may play a more important rôle in reorganisation than has been generally admitted. To those behind the counter, those faced by the actual realities of carrying on business amid increasing competition, we appeal to take an active part in safeguarding our common interests. On our part we intend to provide our subscribers with the same service, the same expert knowledge of trade and professional problems and the same impartial advice as in years gone by. Articles designed to assist chemists in meeting competition and promoting the business side of their calling will be one feature; and another will be the window displays recently introduced. For this we have enlisted the services of experts, recognising the growing importance of the window as a chemists' salesman.

*For all our readers we wish health, happiness and increasing prosperity in the year just commenced.*

## Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

### QUALITATIVE ANALYSIS

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopœia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, January 9, on which day the samples will be posted. Students reports will be received up to Saturday, January 20. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the third exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who have not passed in Chemistry in the Preliminary Scientific examination in Great Britain, in the Licence examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, which fact *must be attested on their reports*. They will not be awarded to former winners of tournament prizes.



# The Evolution of a Profession

By William Kirkby, M.Sc., F.C.S., Ph.C.,

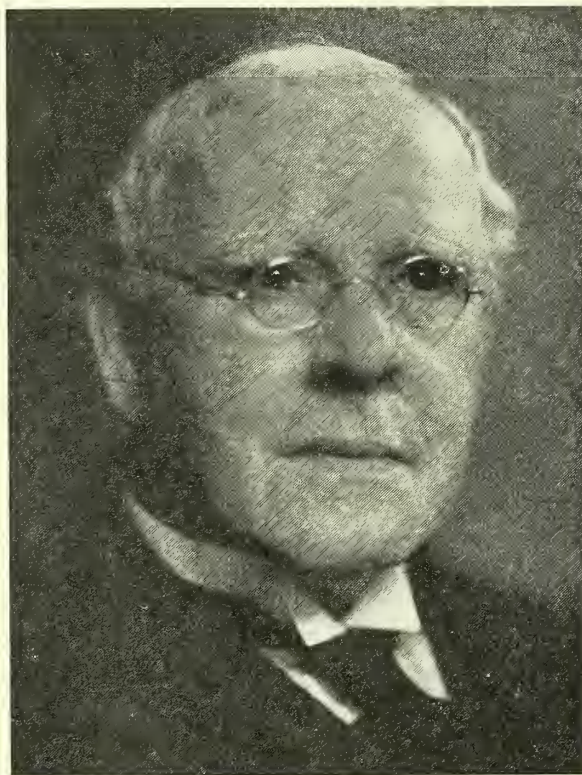
President of the British Pharmaceutical Conference, 1918-19

**W**HAT are the qualifications necessary for one to undertake to offer to the readers of *THE CHEMIST AND DRUGGIST* any observations of value at the beginning of a new year? In myself I find none other than that I have been connected with pharmacy all my life. My father was a chemist and druggist born just one hundred years ago; he was apprenticed to Edmund Jackson, druggist, of Lancaster, in 1848, and was placed on the Register of Chemists and Druggists in accordance with the provisions of the Pharmacy Act of 1868. At almost precisely the same age as my father I was ushered into the shop to follow in his footsteps. Our combined years have almost covered the whole period of the existence of organised pharmacy in Great Britain. From my introduction to the School of Pharmacy at Bloomsbury Square in 1880 I have been fairly intimately connected with official pharmacy, and have been fortunate to reckon among my friends most of the men who have played the more important parts in directing the affairs of the Society, in developing and enlarging the area of its influence, in progressively extending the importance and value of its examinations and providing curricula for the teaching institutions to meet the larger requirements for the diplomas, and in consolidating in the community the status of pharmacists as being well qualified to take their place alongside other professional men.

## Apprenticeship Sixty Years Ago

The foregoing sentences almost look like a "tabloid" panegyric on the history of the Pharmaceutical Society. When the roll of the passing years is scrutinised—say by decades—it will be evident that there were not a few occasions when vigorous and even acrimonious discussions took place in respect of the decisions of the Council of the Society. At the moment, however, it is perhaps more profitable to look at the starting point of my own pharmaceutical career and make a few comparisons with the present. The duties of an apprentice in the 'seventies included opening the shop, dusting counters and bottles, washing measures

and other utensils, powdering and sifting such things as aloes and ammoniacum, and other equally obnoxious duties. There were no half-day holidays; the shop closed at 8 p.m., and 10 or 11 p.m. on Saturdays. The only books provided for my reading were the 1867 Pharmacopœia, Royle's "Manual of Materia Medica," Hooper's "Physician's Vade Mecum," Pereira's "Selecta & Prescriptis" and Britten's "Dispenser's Vade Mecum."



MR. WILLIAM KIRKBY, M.Sc., Ph.C.,  
President of the British Pharmaceutical Conference, 1918-19

I can remember no other. With these and a Stat-ham's chemical cabinet, somehow or other I got an intense interest in chemistry which the drudgery of the shop could not suffocate. It does seem strange that so meagre an equipment should produce a resolute ambition to go to Bloomsbury Square. May I diffidently suggest that the pharmaceutical neophyte should take stock of his possible resources for his education and examination, and make a comparison with the historical beginnings of pharmaceutical training? It is true that the demands now made upon the student are much increased, but how greatly increased have been the facilities for meeting those demands!

## The Improvement in Pharmaceutical Education

It may be pointed out by some that these changes are relative to those which have taken place in the general education of the people; but it seems to me that the improvement in pharmaceutical education has been more progressive because, perhaps, of the startling discoveries made in the physical, chemical and biological sciences which are being assimilated by general readers at a slower rate than by those trained in the sciences. It may be useful to glance at some of the Council's efforts to carry out the intentions of the Pharmaceutical Society's founders to improve the education of the chemists and druggists and so increase the safety of the public in respect of the sale of good medicines and restriction of the sale of poisons. The establishment of the School of Pharmacy with a staff of professors of considerable eminence, associated with a laboratory for teaching practical chemistry—one of the first in the country—was a noteworthy enterprise. One result of this undertaking was of apparently auxiliary importance to that of teach-



ing embryo pharmacists their job and the provision of a model school: it was the appointment of the school's professors to the editorship of the *British Pharmacopœia*. This association has continued unbroken, notwithstanding irritation, friction and some plain speaking, until the present day, and has contributed greatly not only to the prestige of pharmacy but to the furtherance of medical science in so great a degree that the production of a *Pharmacopœia* without the aid of the Society is now unthinkable.

The course of those who have attempted to guide the elevation of pharmaceutical education has not been a smooth one. From time to time remonstrances have been heard to the effect that the remuneration did not compensate for the outlay of time and money on it. One project in particular, namely, Mr. Michael Carteighe's research scheme, was sharply criticised; yet I fancy that if I were hard pressed as to my opinion now, I should feel inclined to say it was effective in impressing the Privy Council and scientific circles in London with the determination of pharmacy to contribute to the advance of scientific medicine. Without that example it might have been with greater timidity that the present Pharmacological Laboratories would have been founded. Mr. Carteighe's enthusiasm for pharmaceutical research, acting upon the practical sagacity of one who has just passed from among us, Mr. John Humphrey, produced the *Codex*, which has raised the whole profession in the esteem of medical authorities throughout the world, and quickened the interest of pharmaceutical chemists and makers of fine chemicals in the production of all kinds of remedies.

#### At the University of Manchester

My interest in the teaching of pharmaceutical science has been kept alive with a hope that has sometimes almost reached extinction. On my appointment in the Medical School of the Owens College, Manchester, as a lecturer to medical students in *materia medica* and dispensing, as well as to less than a handful of pharmacy students, I soon saw the advantage that pharmacy students must experience when trained in the same laboratories and by the same teachers who were responsible for medical as well as for general science students. From that time to the present it has been—may I venture to say?—a purpose to help in every way the establishing of pharmacy on a university foundation. Some of the steps taken in the matter have almost the air of having been audacious. There has been a willingness on the part of university authorities to see in the profession of pharmaceuticals something of a higher order than that of a technical calling requiring only the facilities of technical institutions. The progressive development in the Pharmaceutical Department of the Manchester University may be regarded as an indication of the confidence the university colleges have felt in the will of the Pharmaceutical Society to raise the standard of pharmaceutical education and the status of the pharmacist.

Two notable landmarks strike one as one takes a view of the Council's attitude towards training and education. One is the outcome of the Jenkin case, whereby the operations of the Society in the way of organising the more immediately business concerns of pharmacy were declared to be *ultra vires*. This produced, with curious celerity, an immediate shifting of interest to the educational and examinational work of the Council. Fortunately the management of affairs was at that time largely in the hands of a versatile man possessed of great courage and resourcefulness. The other matter was the bold way

in which the Council let it be understood that it was indisposed for the future to countenance proprietary schools. Thus encouraged, the University of Manchester undertook extensive changes to meet the growing demand for instruction of the kind required to fit students for the Society's examinations and for degrees in science in which pharmaceutical subjects could be taken as parts of the curriculum. That our calling is recognised as one worthy to take its training alongside the professions of medicine and the liberal arts is a matter for great satisfaction.

#### The Advent of National Health Insurance

It would be impossible for me to neglect to indicate other matters for congratulation. There was a time when to me it seemed only a question of time that the chemist and druggist would degenerate into a huckster of packed goods. I need not specify the agents which were bringing about that degradation. The course downhill was sharply checked by the National Health Insurance Act, and by the men in the Council chamber and in the provinces who, when the Bill was introduced into Parliament, at once grasped its high importance to the future of pharmacy. To those men of devotion, determination and courage there will be for ever a great debt due. For many services of great value the name of Sir William Glyn-Jones has a secure place in the annals of our profession, but for none greater than his work in connection with that most remarkable piece of beneficent legislation. He mightily assisted in justifying the ideals of Jacob Bell, his coadjutors and his successors. The mention of Jacob Bell calls for a word of approbation for the Council in resuscitating the project of promoting branches of the Society in the provinces. Whether these outgrowths have proved of much use may be questioned; but on one point I am sure they have been worth while, inasmuch as they removed a regular complaint that members in the country were kept in ignorance of business upon which they might have been able to offer criticisms and suggestions. Up to that time, when pharmacy for the pharmacist became a fact, it appeared as though the more highly trained students would have to find an outlet for their services in non-pharmaceutical work such as the laboratories of industrial concerns and of professional analysts.

The disturbed condition of affairs in general since the war has obscured one's outlook so much that the present trend cannot be discerned. When some stages nearer what we may, perhaps, call the normal approaches, I venture to hope that such men may be found entering the ranks of the wholesale houses and fine chemical manufacturers on terms commensurate with their abilities. This is taking place now. It does not suffice that the distributor should be a qualified person upon whom the whole responsibility for the purity and accurate dosage rests. The maker should also be affirmed as a person properly fitted to undertake the intricate and delicate operations involved in such work. There can be no question that the Society is carrying out an excellent policy in attracting able students to take the more advanced courses of study and qualifications with a view to their becoming trained for the production of the new remedies for combating the diseases and disablements of modern life.

There are aspects of pharmaceutical life and organisation upon which I should like to comment other than that of education. It must serve for me to say how great seems the progress made within my own experience. Did the time ever come within the range of my expectation when



the Society would number 10,000 members? No, it looked impossible. And now every qualified person is to be compulsorily a member. We said this thing should be—but there was no prospect of its coming to pass. Some of us said that some day the Society would have to forgo its control—under the Privy Council—of the Poisons Schedules and the poison laws. The reasons do not need to be stated here. This also has come to pass, and we shall all be thankful in a few years' time that the responsibility on our shoulders has been lightened and invidious comments have been annulled.

### An Indication of Advance

To estimate the advance in the science of pharmaceuticals during the last fifty years one has only to read the excellent address of Dr. C. H. Hampshire delivered at the last meeting of the British Pharmaceutical Conference and compare the matters treated therein with some similar address of the earlier period. Organised pharmacy has made corresponding progress during my years. It has been fortunate in many respects. At several critical times it has had one or two men quick to seize the occasion. Its leaders have not been wanting altogether in men of vision; there have been many who have done honest painstaking work with praiseworthy loyalty. The inducements to seek work on its Council and committees have never been gilded so as to attract the sordid place seeker. It has been well served by journals, two of which have always been jealous for the real good of the cause. The succession of their editors has consisted of men of high integrity; they have been pharmacists first, whose chief thought has always been to serve the best interests of their profession, and they have been journalists of repute—able to present to the general reader convincingly the claims pharmacists have upon the consideration of the community in general as well as upon State departments.

As for the future, to me it seems full of promise. The new Act of Parliament implies great changes for everyone. It may be hoped that the Council will, as may be confidently expected, proceed with caution, and that it will not overlook the need for early consideration of a revision of the relations of the examinations to one another, as well as for the drafting of an up-to-date schedule of examination subjects.

Mr. William Kirkby, whose career is an example for young students to attempt to emulate, was born in Manchester, and was apprenticed to his father in Sheffield. While preparing at the Pharmaceutical Society's School of Pharmacy for the Minor examination he gained certificates in chemistry, practical chemistry, pharmacy, botany and materia medica. In 1882 he obtained the Society's silver medal in the Council prizes competition, and qualified as a pharmaceutical chemist. Four years later Mr. Kirkby joined the staff of Jewsbury & Brown, Ardwick Green, Manchester, where he was chief chemist until his recent retirement. His book "*The Evolution of Artificial Mineral Waters*," published in 1902, entailed an immense amount of research which only an enthusiast could have carried out. Mr. Kirkby's experience in Messrs. Jewsbury & Brown's analytical department was of the utmost value in connection with the outbreak of poisoning by arsenical beer that occurred in 1900. He published, in collaboration with Dr. T. N. Kelynack, an account showing that arsenical sulphuric acid used in the manufacture of brewers' glucose was the cause of the contamination. In consequence he became one of the

most important witnesses before the Royal Commission on Arsenical Poisoning, which reported in 1901; in his evidence he showed the superiority of the Gutzeit test to that of Marsh, and pointed out that it had been his practice for twenty-five years to examine sulphuric acid for the presence of arsenic.

Mr. Kirkby was appointed Lecturer in Pharmacy to Owens College (now the Victoria University of Manchester) in 1890, and later became Lecturer in Pharmacognosy. One outcome of this experience was the publication, in 1906, of his "*Practical Prescribing and Dispensing for Medical Students*." With the assistance of Mr. James Grier, M.Sc., he drafted a scheme for the University's B.Sc. degree in pharmacy, and his services were fittingly recognised by the conferring of the honorary degree of Master of Science. He shared in the compilation of the Indian and Colonial Addendum to the British Pharmacopœia of 1898 and in the production of the Pharmacopœia of 1914. His connection with the British Pharmaceutical Conference extends over about fifty years, his first paper, "*A False Pareira Brava*," having been presented in 1886. In 1918-19 he was president of the Conference, and the felicitous phrasing of his presidential address in London is still remembered.

## Do Chemists Improve?

By Critique

MY recollections of chemists before 1913 are such as to make me think we are much better off to-day than they were then. Their main object in life may have been pharmacy, but by constantly thinking in grains they missed the broader outlook and experience of life we get to-day. They lived in a groove and worked in a groove. No change took place in buying, window dressing, pricing of goods or daily routine. From time immemorial it had been so, therefore no reason to change. Good sound men, who held their heads high and were respected by all and sundry, were content to live without holidays, pleasure and sport as we regard them to-day, satisfied with a good table and interest in parochial affairs. When they died they left on an average between £2,000 and £3,000 with their excellent reputations thrown in. Their knowledge of pharmacy was perhaps greater than that obtaining to-day, but by no means as varied. On the whole, I think they were more characteristic than we are and their shops were more distinctive-looking.

Chemists to-day play golf, tennis, run motor cars in which they tour all over the country at week-ends, take a holiday abroad, live in private houses, insure themselves heavily, attend masonic lodges, become town councillors and subsequently mayors, take part in amateur operatic and dramatic societies, and until quite recently saved more than their predecessors. What of actual business? Hours are shorter and holidays longer and more frequent. It follows we must either work much quicker whilst we are at it or our profits must be considerably greater. Notwithstanding all this, we are dissatisfied with our lot. Our incomes are still not high enough for our outgoings. Our ideas and ambitions have expanded, perhaps, beyond our rightful expectations. We mix in livelier social circles than of yore, and this is an expense to which there is no limit. But we do live full lives. Whether all we spend produces an equivalent amount of pleasure is quite a debatable point: it is a fact that it broadens our outlook for good or bad. The war brought a lot into our ranks who would never have come in otherwise, but on the whole there is a big number of sound chemists in business to-day. As business men they are keener and more enterprising. As citizens they are exemplary in conduct and usefulness. As grousers they are experts. But on the whole I think we have improved.



# Pharmaceutical Society of Great Britain

## Council Meeting

THE monthly meeting of the Council was held at 16 Bloomsbury Square, London, W.C.1, on January 2 and 3, the president (Mr. John Keall) in the chair. There was an attendance of twenty members.

### TUESDAY'S PROCEEDINGS

Among the correspondence dealt with by the Council at their meeting on Tuesday were the following items:—

A letter from the Scarborough and District Branch containing a resolution proposing that the title of the Society should be altered to the Royal Pharmaceutical Society. The letter was received.

A letter from the Scottish Pharmaceutical Federation regretting the absence from the Society's representatives on the Poisons Board of a pharmacist who is familiar with the conditions of Scottish pharmacy, and requesting that in the event of a vacancy occurring among the Society's representatives a pharmacist resident in Scotland might be appointed. The secretary was instructed to reply that the Council consider the specialised knowledge of the Society's representatives as a group, reinforced by an advisory committee and by the North British Executive, is probably the most satisfactory method by which pharmacy can contribute to the work of the Board; while the arrangements made for the close co-operation with the North British Executive are sufficient to ensure that there will be a proper appreciation by the Board of any special problems there may be affecting pharmacists in Scotland.

### DEATHS

THE PRESIDENT, having extended seasonable greetings to the members, said his first duty was a very sad one, being to refer to the passing of their colleague, Mr. J. T. Humphrey. As they knew, he was a member of the Council, having been appointed in 1926, and filled, with distinction, the chair of the British Pharmaceutical Conference in 1930. Mr. Humphrey was connected with the Society for many years, first as sub-editor and later as editor of the Journal, and was also editor of a number of the Society's other publications. He was a former member of the Board of Examiners for England and Wales. As the pharmaceutical Press had published a very full note on Mr. Humphrey's activities he did not think it was necessary to enlarge more fully on the wonderful range which they had covered. He would therefore content himself with moving the following resolution:—

The Council record their profound regret at the death of their colleague, John Thurlbeck Humphrey, member of Council since 1926 and formerly editor of "The Pharmaceutical Journal," and their grateful remembrance and appreciation of his services to the Society in these capacities. To his ability as a pharmacist and a journalist and his zeal in the interests of pharmacy were due the outstanding success of "The Pharmaceutical Journal" during his editorship. These qualities also showed themselves in the prominent part he took in the introduction of a number of publications of the Society which have proved of great practical utility to pharmacists and a valuable asset to the Society and which will be lastingly associated with his name. Latterly as chairman of the Publications Committee he gave freely of his time and specialised knowledge to the administration of the Society's publications.

THE VICE-PRESIDENT briefly seconded the resolution.

Mr. HINES said he felt that the Council should do something more than merely pay a silent tribute to the memory of their colleague, who was really a friend. It was, perhaps, easier to be silent rather than to speak on such an occasion, for it was not easy to transfer one's thoughts over a long period of years and to find fitting words. But he felt that he should pay his own personal tribute to the memory of a keen pharmacist and the loss which his death would mean to pharmacy. He was rather glad he had been able to do some-

thing to ease the burden of responsibility shouldered by their late colleague, a burden which at times was undoubtedly very heavy. Mr. Humphrey had died in harness, in pharmaceutical harness, which he (the speaker) was sure was exactly what he would have wished to do. His name was one of great importance to the records of achievements in coming years, and he (the speaker) hoped that when the Society got their new house it might be possible to record the names of those old pharmaceutical workers who had done so much to build up the organisation. Mr. Humphrey was one of those workers, and one whose memory his colleagues would always revere.

The Council signified their approval of the resolution by standing in silence.

THE PRESIDENT also made sympathetic reference to the death of Mr. F. W. Branson, at the ripe age of eighty-two, recalling that he had worked in the interests of pharmacy for many years and for a long period had acted as an association secretary.

### CONGRATULATIONS TO MR. WALLIS

THE PRESIDENT said it was his pleasing duty to congratulate Mr. T. E. Wallis on being elected a Fellow of the Linnean Society.

### ELECTIONS AND RESTORATIONS

Fourteen persons were elected as student-associates. The registrar reported that seventy-seven persons had been registered as apprentices or students.

THE VICE-PRESIDENT drew attention to the fact that the total registrations in 1933 was now brought up to 1,670, an increase of 260 compared with the previous year.

### CORRESPONDENCE

A letter was read from the Pharmaceutical Society of Northern Ireland, enclosing a resolution expressing deep regret and sympathy in connection with the death of Mr. Humphrey.

THE PRESIDENT said the Council would much appreciate the letter.

THE PRESIDENT announced that Christmas and New Year greetings had been received from the Earl of Athlone (Vice-Chancellor of the University of London), the Pharmaceutical Society of India, the Pharmaceutical Board of Tasmania, the Ontario College of Pharmacy and other bodies.

### THE VACANCY ON THE COUNCIL

THE SECRETARY formally reported that a vacancy on the Council had been created by the death of Mr. Humphrey, and it would be necessary to consider the co-option of someone to take his place. That must be done at the same meeting as the vacancy was notified.

In consequence of this statement the meeting of the Council was adjourned, at the close of the day's business, to a date in February.

### GIFT TO THE COUNCIL

THE PRESIDENT indicated that another engraving had been presented to the Council by Mr. Quarrell. He suggested that a letter of hearty thanks should be sent to Mr. Quarrell, and this was warmly approved.

### EDUCATION COMMITTEE

The report of the Education Committee showed that Aylesbury Senior Evening Institute had been approved in respect of chemistry and history for the Preliminary Scientific examination in Class 3, and would be approved for physics if a class in this subject were arranged. The report was adopted.

### BENEVOLENT FUND COMMITTEE

The report of this Committee showed that eleven appli-



cations had been considered, and grants made, or now recommended, ranged from £10 to £39. The Committee had considered the practicability of recommending the payment of a Christmas bonus to annuitants in accordance with the custom of the past few years. Particulars relating to the present financial position of the Fund having been given, the Committee recommended that a Christmas gift of £5 be paid to each of the annuitants, including those elected on December 6.

The following special contributions were acknowledged:—Cheltenham Branch, £52 10s.; Southport Pharmacists' Association, £17 10s.; Manchester Pharmaceutical Association (Junior Section) and Branch of Public Pharmacists, £15; Gloucester and District Branch, £7 10s.; Southend and District Branch, £4 5s.; F. S. Rose, £3 3s.; Aberdeen and N.E. Scottish Branch, £2 17s. 6d.; Dewsbury and District Branch of the N.P.U., £2 17s. 6d.; Wolverhampton Chemists' Association, £2 11s. 6d.; Galen Lodge Banquet, £2 10s.; Warwickshire Branch, £2 2s.; Scarborough and District Branch, £1 4s. 6d.; Cambridge and District Branch, £1 1s.; E. R. Pear, 15s.; F. G. Holoran, 8s. 6d. *Orphan Fund*.—Cheltenham Branch, £10.

MR. BEARDSLEY referred, with especial gratification, to the contributions from Cheltenham, the Southport Pharmacists and the Manchester Junior Section. The annual "tell-tale" showed that Cheltenham, with fifty members, had again topped the list, their average being £1 8s. 5d. per member; North Staffordshire was next with 17s. 3d. per member; then came Rhyl with 15s. 7d., and Southport 9s. 7d., and he was glad to see that his own branch, West Ham, were next with 8s. 11d. The Committee were pleased with the results of the efforts for the Fund, and he asked members of the Council to keep the list before them so that they could continue to press its claims.

MR. SIMMONS, seconding the expression of thanks, pointed out that the effort of the Manchester Junior Section was greatly helped by the local branch of the Public Pharmacists.

MRS. FREKE spoke of her visit during Christmas to the institutions in which were children for whose welfare the Council had accepted responsibility. She had been greatly impressed, and was pleased to be able to report that they were all being well cared for and trained.

THE PRESIDENT referred especially to the splendid efforts of the Cheltenham Branch. He thought great credit was due to the help which the ladies' committee had given. He added that he would also like to congratulate the chairman of the Committee on taking every opportunity of stimulating and maintaining interest in it.

#### WAR AUXILIARY BENEVOLENT FUND

The report of the Committee showed that three applications had been considered, and that two grants of £5 each had been made. Another of £65 was now recommended. The report was adopted.

#### ESTABLISHMENT COMMITTEE

The report of this Committee stated that the Committee had considered the offer of the London Committee of the Conference to give the Society their surplus funds, approximately £500, for the purpose of providing club accommodation in the Society's new building for members of the Society and corresponding members of the Conference. They recommended that the offer be accepted, and the warm thanks and appreciation of the Council be conveyed to the London Committee. The report was adopted.

#### FINANCE COMMITTEE

The financial statement showed that the receipts since the last meeting, including a balance of £35 12s. 8d., amounted to £7,391 9s. 7d., comprising the following items:—Subscriptions, £591 3s.; registration fees, £222 12s.; examination fees, £3,730 13s.; School of Pharmacy, £3 16s.; Pharmacological Laboratories, £285 4s. 6d.; penalties and expenses, £67 1s. 7d.; interest on investment, £6 4s. 2d.; "Pharmaceutical Journal," £1,178 4s. 11d.; Quarterly Journal, £31 18s.; Calendar, £9 9s. 10d.; "Pharmaceutical Pocket Book," £208 13s. 4d.; "Forensic Pharmacy," £2 5s. 8d.; B.P.

Codex, £30 19s.; sundry publications, £33 10s. 8d.; F.S.S.U.—contributions, £11 18s. 2d.; F.S.S.U.—surrender value of policy, £153 13s.; S.S.S.S. refund on retirement, £29 13s. 10d.; sundries, £8 16s. 3d.; transferred from deposit account, £750. Payments ordered at the last meeting amounted to £7,212 8s., leaving a balance of £179 1s. 7d. The balances on the other accounts were:—Benevolent Fund (current account), £33 12s. 8d.; Benevolent Fund (donation account), £46 7s. 10d.; War Auxiliary Benevolent Fund, £13 19s.; Orphan Fund, £49 14s. 7d. Accounts amounting to £7,752 19s. 3d. were passed for payment, and the action of the secretary in making payments amounting to £1,284 19s. 6½d. was approved.

MR. JENKIN, in proposing the adoption of the report, said he was sure the Council would have to take into serious consideration during the coming year methods of putting aside money for the building fund. This matter was now becoming particularly urgent, for the year just closed was the second, if not the third, during which they had put nothing away for that purpose. They had set out at the beginning with a resolve to put away £1,000 a year, but that they could certainly not do this year. But he hoped they would be able to get near it. The report was adopted.

#### LAW COMMITTEE

The report of the Law Committee, presented by MR. HARDY, stated that in England and Wales, since the last report, 842 shops have been visited; of these 415 were chemists' shops. In all the chemists' shops certificates were exhibited. At ten of the remaining 427 shops certain infringements of the Pharmacy Acts were reported, and these were submitted to the Committee for consideration. In Scotland, since the last report, seventy-four chemists' shops have been visited. In each shop a certificate was exhibited.

This was all the public business.

#### Codex Revision Committee

The Council of the Society has directed the publication of a report of the Pharmacy Subcommittee of the Codex Revision Committee (Pharmaceutical Press: 2s. 6d.). This report consists of a summary of the principal new or revised formulas recommended for inclusion in the Codex. Some are taken from pharmacopoeias no longer official; others were suggested in papers presented by Mr. H. Treves Brown at the last two meetings of the British Pharmaceutical Conference, and have appeared in our reports of the proceedings of the Science Section. Any suggestions for the improvement of any of the formulas should be addressed to the editor of the Codex, Mr. C. E. Corfield, at 17 Bloomsbury Square, London, W.C.1.

#### Branch Meetings

**Huddersfield.**—The annual meeting of the Huddersfield Branch was held on December 7, at the West Riding Hotel. After adoption of the annual report and the election of officers, Mr. Edwin Thomas, who was again elected *President*, reviewed the year's proceedings with enthusiasm, and great progress was reported in all departments of the Branch's activities. Tribute was paid to the outstanding personality of the late Mr. R. C. Walshaw, and members stood in silence as a mark of esteem. An interesting discussion followed relative to collective local advertising, but the matter was left over until the N.P.U. scheme had been launched. Mr. N. Lander gave a very lucid and instructive report on his attendance at the London Conference. The annual supper held on November 30 had been a great event, and members were asked to make the annual dance and whist drive on January 25 a bigger success than ever.

**Nottingham.**—A general meeting of the Nottingham and District Branch was held on December 6, Mr. E. C. Carr presiding. The meeting considered the proposed apprenticeship regulations. A long discussion ensued, and several suggestions were made. These will be tabulated and forwarded to the Council of the Society for consideration.



# Chemical Markets Review, 1933

**A** FURTHER year of steady progress can be reported during 1933. The chemical industry has again been one of the strongest features in the country's commercial activities. There is little doubt that the total productions in all branches have substantially exceeded that of recent preceding years. Home manufacturers have certainly done very well in this market; aided by the general tariff and additional duties, they appear to have secured much more of the business than hitherto. There are no figures available on this aspect of the trade, but the reports obtained all point to a big increase in sales in the domestic market, particularly in industrial chemicals, and, to some fair extent, in pharmaceutical products. The figures of exports are very satisfactory, showing an increase over recent years. These better returns are partly due to the preferences obtained under the Ottawa Agreements, which have made it possible for our goods to compete successfully in the Empire markets. Due to the general adoption abroad of import restrictions and increased rates of duty our exports to foreign countries have possibly been rather less than in former years. We must have suffered in the marked contraction of imports into all countries of the world. It is therefore all the more desirable that efforts should be directed to

our exports was approximately £1,500,000, with the following variations, which show a slight increase as the year progressed.

January-April, monthly average .. ..	£1,400,000
May-August, monthly average .. ..	£1,450,000
September-December, monthly average ..	£1,640,000

**RE-EXPORTS.**—The total for the year was £1,194,000, as compared with £554,000 in 1932 and £1,133,000 in 1931. The figures for this year are not so satisfactory as they appear to be, as in June a consignment of an imported pharmaceutical product to the value of approximately £600,000 was shipped out again without coming on the market in the usual way. Therefore the actual trading figure is reduced to about half the amount shown in the table, and would show an increase of only £58,000 over the figures for the previous year. Compared with the years prior to 1932, this year's figures are unsatisfactory, being less than half of the total value of our entrepôt trade in 1931 and preceding years. It is, perhaps, only to be expected that the network of restrictions on international commerce now so general throughout the world, and the inability of many foreign countries to sell and buy in our markets should result in restricting our activities as a world centre of commerce.

## Exports, Re-Exports and Imports of Chemicals, Drugs, Dyes and Colours, 1931-1933

Months	Exports of Home Manufacture			Exports of Imported Merchandise			Imports			Balance of Exports over Retained Imports		
	£1,000			£1,000			£1,000			£1,000		
	1931	1932	1933	1931	1932	1933	1931	1932	1933	1931	1932	1933
One ... ..	1,707	1,430	1,351	53	51	30	973	803	728	787	678	653
Two ... ..	2,909	2,737	2,074	100	181	64	1,922	2,340	1,369	1,017	578	1,309
Three ... ..	4,305	4,282	4,139	143	229	146	3,065	3,155	2,138	1,383	1,356	2,147
Four ... ..	5,905	5,916	5,517	447	269	171	4,207	3,722	2,920	1,145	2,463	2,768
Five ... ..	7,634	7,570	7,018	566	306	209	5,227	4,268	3,764	2,973	3,608	3,463
Six ... ..	8,916	9,117	8,605	612	341	882†	6,153	4,858	4,538	3,375	4,600	4,949
Seven ... ..	10,487	10,563	9,952	671	375	926	7,127	5,608	5,306	4,031	5,330	5,572
Eight ... ..	11,604	11,996	11,361	723	409	974	8,185	6,432	6,193	4,142	5,973	6,142
Nine ... ..	12,813	13,100	12,886	771	444	1,040	9,226	7,212	7,031	4,358	6,332	6,895
Ten ... ..	14,269	14,469	14,451	833	483	1,089	10,817	7,979	7,983	4,285	6,973	7,557
Eleven ... ..	15,720	15,899	16,122	885	515	1,139	12,657	8,702	8,936	3,948	7,712	8,325
Twelve ... ..	17,017	17,377	17,922*	1,133	554	1,194*	13,841	9,578	9,866*	4,309	8,353	9,250*

\* Estimated.

† Increase due to re-shipment of a large quantity of pharmaceutical chemicals.

fostering trade within the Empire. The figures of imports for the twelve months are well up to the average of recent years and indicate that, despite increased duties, the merchants have maintained their position and have partaken in the increased consumption of chemical products in the manufacturing industries. Throughout the year sterling has been off the gold standard. This has at times been more of a handicap than an advantage, so far as international trade was concerned. Daily fluctuations on other currencies, most of which were also off gold, made business difficult.

### The Year's Trade

The tables given on this page show the values of exports of chemicals, drugs, dyes and colours of home manufacture, the re-exports of imported goods, the retained imports of the same classes of goods for the years 1931, 1932 and 1933 together with the trade balances. The official figures for December of this year are not yet available and have been estimated.

**EXPORTS.**—The total value for 1933 of shipments was nearly £18,000,000, as compared with £17,377,000 in 1932 and £17,043,000 in 1931. The monthly average of

**IMPORTS.**—The aggregate value for the year of retained imports was about level with that of 1932 at £9,866,000, maintaining the substantial reduction on years previous to 1932, when the annual arrivals were valued at not less than £13,800,000. The duties under the Import Duties Act are obviously operating in a satisfactory manner. The monthly average total was £822,000 (£792,000 in 1932 and £1,153,000 in 1931), with the following variations:—

January-April, monthly average .. ..	£730,000
May-August, monthly average .. ..	£818,000
September-December, monthly average ..	£918,000

**TOTAL SHIPMENTS.**—The total of exports and re-exports for the year under review was £19,116,000, as compared with £17,931,000 in 1932 and £18,150,000 in 1931.

**TOTAL TRADE.**—The grand total of exports, re-exports and imports during 1933 was approximately £28,982,000, as compared with £26,284,000 in 1932 and £31,991,000 in 1931. In 1931 the imports were over four million pounds in excess of the landings in 1932 or 1933.

**TRADE BALANCE.**—The trade balance in values (i.e., exports and re-exports in excess of retained imports) for 1933 was in the neighbourhood of £9,250,000, as compared with £8,353,000 for 1932 and £4,309,000 in 1931.



### Improving Returns

From the foregoing brief analyses of the aggregates of our sales and purchases a further slight improvement in shipments of home manufactures is recorded, while our imports have been kept down to about the same level as the substantial reduction recorded in 1932. The resultant credit trade balance is the best recorded for some years. Such figures may well be accepted as good evidence that the chemical and allied industries of this country continue to make progress and are consolidating their position of national and international importance. The recording of another year of poor re-exports is disappointing and it now seems definite that this lucrative repacking business is not likely to revive so long as import duties and other inter-trading restrictions continue.

### The Manufacturers' Opinion

The general manager of the Association of British Chemical Manufacturers (Mr. J. Davidson Pratt, O.B.E., M.A.), in reply to a request for his opinion on the trade of the past year and the outlook for the future, has sent us the following:—

1933, as a whole, shows an improvement in the chemical trade of this country. The home consumption is on the up-grade in most directions, and this augurs well for the prosperity of British industry as a whole. Imports have remained fairly constant, and what increases there have been have related mainly to raw materials—another welcome sign. Exports have improved appreciably in spite of the lower values that have been obtainable in foreign markets. This improvement in our export trade is a gratifying demonstration of the soundness of our position, in that it has been achieved in spite of numerous handicaps such as quotas and exchange restrictions. The few commercial treaties that have been negotiated during the past year will not materially affect the chemical trade. For the future increased difficulties must be faced; the depreciation in U.S.A. currency has given a severe set-back to our growing trade with Canada; Japanese competition, some of it unfair, is becoming apparent in many of our Empire markets, especially in India, while the highly objectionable German method of subsidising exports from the funds accumulated by her restrictions on the payment of foreign loans may increasingly affect our trade both in this country and abroad unless it is stopped. The position at the beginning of 1934 is one of optimism coupled with the realisation that, while we are on the road back to prosperity, the journey will be long and arduous, and no relaxation of effort is permissible if we are to reap the reward of the patient and painstaking work which we have done in the past few years.

### Market Conditions

Values of chemicals in some instances are a point or two lower on the year, but there has been no unexpected disturbances, such as were experienced in previous years, due either to the imposition or removal of import duties or to the sudden depreciation of foreign currencies. The devaluation of the American dollar had very little effect on the domestic chemical markets up to quite recently but it is now making itself felt. Cheap consignments have also been noted from Japan. Prices for Continental materials have varied with exchange rates and at times there has been spasmodic dumping from this quarter. The large majority of products have been about steady on quotation, although in some instances a fair amount of business was done at rather lower figures. To no small extent this steadiness has been due to the operation of conventions and similar sales price arrangements, both international and domestic. Compared with many other basic industries the position in this respect may be considered as fairly satisfactory. Consumers have been inclined to show more confidence by placing contracts for deliveries over fair periods; in many instances this has been due to the operation of a "fall" clause in their contracts.

### Home Manufacturers

The pharmaceutical chemical industry continues steadily to make progress. During the past year the demands of the domestic market have been met with bulk quantities of materials of a standardised and satisfactory quality, and the list of important pharmaceutical products not available is being gradually reduced. It has to be admitted that this section of the industry has received considerable assistance in the way of protective duties for some years and, during the past twelve months, they have not had to meet such continual and fierce competition from imports. The industrial chemical manufacturers have for some years catered for the bulk of the requirements for this market and, with the assistance of the general import duties, they are now in a commanding position, with imports largely restricted to international convention products. There is, of course, the exceptions of some potash products, which are still imported in substantial quantities. It seems that if the production of chemicals continues to increase outlets other than principally in the home market will have to be found, probably in the Empire markets. The general tariff has certainly had the effect of increasing industrial activity and, as the source of essential raw materials used in practically every branch, the chemical industry can look to the future with some measure of confidence.

### Conventions

The number of conventions controlling sales prices and other trading arrangements amongst home producers and between the home and foreign makers of industrial and pharmaceutical chemicals has been about the same as in 1932. While in not a few instances conditions did not permit the schedule prices being fully maintained on account of outside supplies coming on the market, there can be no doubt that sales prices would not have been so steady as they have been but for the existence of these agreements between the sources of supply. There has, of course, been some disappointment when producers who were parties to a price agreement occasionally found that business had passed them and gone to a cheaper seller. For some years foreign makers were the dominating factors in many of these trading agreements; the home makers finding it policy to agree to terms that would at least ensure some of the business for them. The alternative at that time was fierce competition and uneconomic sales prices. To-day, the position is very much changed; the home makers are now largely independent and are able to state their own terms of co-operation.

### Merchant Distributors

In the handling of foreign goods the merchants have required to use the utmost caution during the past year. The menace of fluctuating exchanges has been persistent throughout the twelve months. Nevertheless, importers have carried on and have proved their ability under very trying circumstances by maintaining their business and meeting consumers' demands without delay. Fortunately the decline in exchange value of the dollar did not affect the markets here until the latter months of the year, when cheap parcels began to arrive, resulting in these markets weakening. Continental exchanges have moved within narrow limits every week, but at intervals the fall or improvement was sufficient to affect spot values. To an increasing extent merchants have been chiefly interested in bringing forward products that were not available from home makers and others that were the subject of international conventions. The reorganisation in merchanting circles, which we commented upon last year, has gone ahead; their connections with the home producers are now considerable. This closer co-operation between producers and distributors has proved both efficient and economical, and has assisted in the very satisfactory sales the home makers have made in the domestic market and overseas. It is now generally recognised that in the distribution of products, often in minor quantities, of an industry so diversified in character as that of chemicals, the merchant plays an effective and important part.



### Import Duties

With the operation of the Safeguarding of Key Industries and the Imports Duties Acts, both of which are flexible, there has naturally been a number of alterations in the products liable to duty and the rates of duty chargeable. Under key industries synthetic phenol was exempted in March. On May 12 an additional list of over 200 chemical products were made liable to duty. Very few of these were of commercial importance, but they reflect the growth of the home industry. In July ethyl and methyl cellulose were exempted from the 33½ per cent. duty. On November 3 four products, including sulphur B.P., were added to the list of dutiable products, and on December 14 insulin was made dutiable as a key industry product. The list of products exempted from K.I.D. for the coming year shows practically no change on that of former years, and includes barbitone, methyl sulphonal, phenazone, oxalic acid, sulphonal, etc. Those chemical products not chargeable with Key Industry duty are, unless specially exempted, liable to at least 10 per cent. under the Import Duties Act. Among the products added to the Free List during the year include copper iodide in May and calcium carbide, cyanamide and various manganese products in July. Additional duties were ordered in September in the cases of aluminium sulphate and oxide, and soda and potash alum. The number of chemical products on which the duty has been increased or removed has been very limited. The trade has not been troubled with a series of temporary duties, suddenly instituted and just as suddenly removed, as was the case in 1932, when the Abnormal Importations Act was operating. During the year there has been a good deal of complaint about delay and harsh rulings at Customs; there is good evidence that this department are much more concerned with collecting the maximum amount of revenue than with operating the Import Duties Act in the best interests of the trade of the country. When authorised to collect duty under a general heading, their interpretation has in some cases created surprise and resentment. Throughout the year delay has been a source of trouble and difficult to excuse. The system that has been adopted of demanding payments of deposits far in excess of the amount of duty, calculated on invoice values, has been a definite handicap to trade.

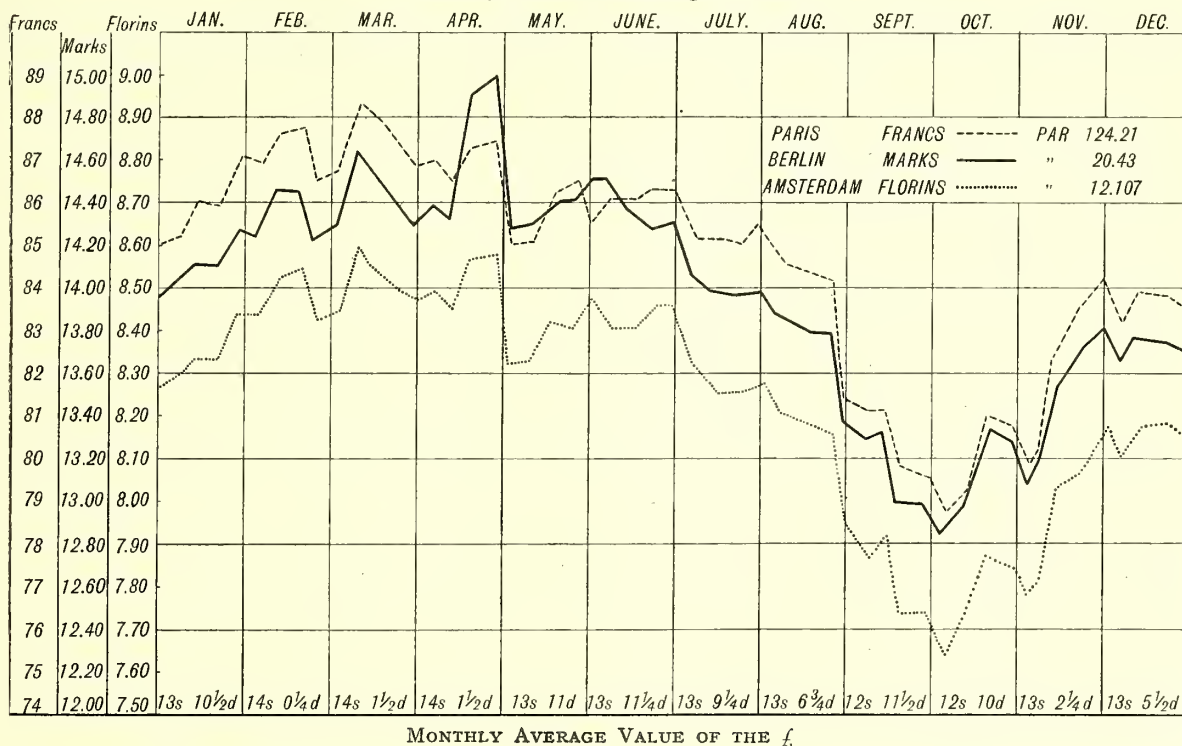
Matters in this direction are likely to come to a head in the near future, for we hear that one of the trade organisations is contemplating taking some cases before the Referee under the Import Duties Act, in order to test Customs rulings. The main point in dispute is that of demanding duty on sales prices in this country instead of on the value "in bond" on products that are handled under certain trading conditions.

### Sterling Exchange Movements

A study of the graph on this page of some of the chief Continental exchange rates on sterling for the past year shows that the closing rates were a little below the opening quotations. Except for the months of May and June they moved in sympathy one with another; the erratic movements during the months mentioned followed the suspension of the gold standard in America and the consequent sharp devaluation of the dollar. The Continental currencies were at their cheapest early in March, except the German mark which touched 15 to the £ at the end of April. From the half-year there was a gradual recovery in these exchanges up to early October when the £ was worth only 79 francs (12s. 9d.). During the last three months of the year the £ has picked up sharply, particularly during November, and closes fairly steady. The American dollar was, of course, at a considerable premium until the suspension in early March, and on April 19 this currency was declared "off gold," resulting in the quotation moving up to 3 dollars 80 cents (15s. 7½d.) by the end of the month. At the end of the half-year it had reached 4.20 (17s. 2½d.) and towards the end of July nearly touched par at 4.82. In August it moved back to 4.40 (18s. 1d.); was very erratic during September and October, fluctuating up and down between 4.52 and 4.80. Early in November it quickly passed par and reached about 5.40 (22s. 2½d.) to the £, the highest figure of the year. During December the rate recovered and closed at 5 dollars 10 cents to the £, equivalent to 20s. 10½d. In January the pound was worth only 13s. 9d. on the American exchange; it ultimately reached an exchange value of 22s. 2½d. and at the end of the year was worth 20s. 10½d.

(To be concluded)

Sterling Rates of Exchange, 1933



# Trade Report

28 Essex Street, W.C.2, January 4

IMPORTANT developments in some of the leading products in the pharmaceutical chemicals market are recorded this week. We give below complete details of the various alterations in prices. It is evident that the I.P.C. intend to preserve this market by the drastic reductions recorded in the scales of prices for IODIDES. There is to be no change in SALICYLATES and ASPIRIN—the Conventions continuing. Makers' prices for CARBOLIC ACID CRYSTALS have been reduced. The new scales of prices for HYDROQUINONE are given in detail. The PHENACETIN Convention is reported to have broken up; current prices are cheaper. Competition from America has necessitated a very drastic cut in PHENOLPHTHALEIN prices; a new home maker of this product is recorded. Prices for PYROGALLIC ACID have been advanced. SANTONIN has been in better demand at cheap prices; a new price agreement may be negotiated in due course.

## Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	January 4	Value of the £
Amsterdam ...	Fl. to £	12·107	8·08	13/3½
Berlin ...	Mks. to £	20·43	13·62½	13/3½
Brussels ...	Belgas to £	35	23·37½	13/3½
Copenhagen ...	Kr. to £	18·159	22·40	24/8
Lisbon ...	Esc. to £	110	109½	10/11
Madrid ...	Ptas to £	25·22½	39½	31/8
Milan ...	Lire to £	92·46	61½	13/3½
Montreal ...	Dol. to £	4·86½	5·14½	21/0
New York ...	Dol. to £	nominal	5·14½	21/0
Oslo ...	Kr. to £	18·159	19·90	21/11
Paris ...	Fr. to £	124·21	82½	13/5½
Prague ...	Kr. to £	164·25	109	13/4½
Stockholm ...	Kr. to £	18·159	19·39	21/4½
Warsaw ...	Zloty to £	43·38	29	13/5
Zurich ...	Fr. to £	25·22½	16·75	13/4½

Bank rate 2 per cent.

## Aspirin and Salicylates

The trading arrangements covering ASPIRIN, SALICYLIC ACID, B.P., METHYL SALICYLATE, B.P., and SODIUM SALICYLATE, B.P., are, it is understood, to continue unchanged for the first three months of this year, pending negotiations for a further extension. These markets, particularly that of aspirin, are keeping fairly steady at former scales of prices. Small parcels of the salicylates are occasionally available at slightly cheaper prices.

## Carbolic Acid

The scales of prices for the 39° to 40° C. crystals are as follows: In 3-cwt. drum packing: 50 tons, 8½d.; ten tons, 8½d.; 5 tons, 8½d.; under 5 tons and over 1 ton, 8½d.; one ton, 9d. per lb., carriage paid. These prices, which show a reduction of ½d. per lb., came into operation on January 1, and are quoted without engagement.

## Hydroquinone

The new scales of prices for contracts and for one delivery which came into operation on January 1, are as follows:—

	12 Months' Contracts		In one delivery	
	Ex Wharf	Carriage Paid in U.K.	Ex Wharf	Carriage Paid in U.K.
	s. d.	s. d.	s. d.	s. d.
10 cwt. ...	4 3½	4 4	—	—
5 cwt. ...	4 5½	4 6	4 4½	4 5
2 cwt. ...	4 7½	4 7½	4 5½	4 6
1 cwt. ...	4 8½	4 9	4 6½	4 7
56 lb. ...	—	—	4 8½	4 9
28 lb. ...	—	—	4 10½	4 10½
14 lb. ...	—	—	5 0½	5 1½
7 lb. ...	—	—	5 3½	5 4½
Less than 7 lbs. ...	—	—	5 9½	5 10½

Packed in one-cwt. cases and 7-lb. paper parcels and tins free.

## Iodides

Following on our previous report (C. & D., December 23, p. 772) notifying that from the new year free selling of Chilean crude iodine would be adopted, we have to advise that the members of the Iodine Preparations Combination are co-operating in meeting the new position. As from January 1, their prices for the salts will be as follows, and these rates will continue in force until further notice.

POTASSIUM IODIDE, B.P.—One cwt., 6s. 4d.; 28 lb., 6s. 6d.; less than 28 lb., 6s. 8d. per lb.

IODOFORM, B.P.—Cryst., precip. or powder, 28 lb. and upwards, 10s.; less than 28 lb., 10s. 2d. per lb.

IODINE (RESUBLIMED, B.P.).—One cwt., 7s. 9d.; 28 lb., 7s. 11d.; less than 28 lb., 8s. 1d. per lb.

SODIUM IODIDE, B.P.—28 lb. and upwards, 7s. 5d.; less than 28 lb., 7s. 7d. per lb. Net, cash 14 days. Cases and tins free, not returnable; jars and bottles extra but returnable. Carriage paid on any quantity. Minimum quantities of one cwt. assorted salts at the respective cwt. prices. Contracts for one cwt. and upwards for delivery as required over four months. No rebates.

Wholesale distributors are also quoting as follows for small parcels:—

POTASSIUM IODIDE, B.P.—14 lb., 6s. 8d.; 7 lb., 7s.; 4 lb., 7s. 6d.; smaller quantities, 8s. per lb.

SODIUM IODIDE, B.P.—14 lb., 7s. 7d.; 7 lb., 8s.; 4 lb., 8s. 9d.; smaller quantities, 9s. 3d. per lb.

IODOFORM, B.P.—14 lb., 10s. 2d.; 7 lb., 10s. 9d.; 4 lb., 11s. 6d.; smaller quantities, 12s. 6d. per lb.

IODINE, RESUB., B.P.—14 lb., 8s. 1d.; 7 lb., 8s. 6d.; 4 lb., 9s.; smaller quantities, 10s. per lb. Net, cash 14 days for 14-lb. parcels and monthly terms for smaller quantities.

## Phenacetin

News of the breakdown of this Convention is to hand. For some time past sales have been made in this market at prices well under the agreed values, the material usually being outside the control of the Convention. As a result of the market becoming "free" quotations are now competitive and on a lower level. Crystals, five cwt., 3s. 7½d.; one cwt., 3s. 9d.; 56 lb., 3s. 10½d.; smaller quantities, up to 4s. per lb. The market has not yet settled down and further alterations in prices may take place.

## Phenolphthalein

In consequence of the severe competition of American material on this market the home makers have reduced their prices to the following exceptionally low figures. The co-operation between the makers continues as hitherto. Five cwt., 2s. 8d.; two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; less than 7 lb., 3s. 3d. per lb. A new home source of supply is notified this week, which, it is understood, is co-operating with the other home makers.

## Pyrogallic Acid

An advance of 9d. per lb. in the scale of sales prices of this photographic product, as from January 1, is notified. The new scale is as follows: 56 lb., 7s. 9d.; 28 lb., 8s.; 14 lb., 8s. 6d.; 7 lb., 9s. 3d. per lb. in 7-lb. tins. Higher prices for smaller quantities.

## Santonin

As previously announced, the agreement between the Russian, German and home makers has broken down and the market is competitive. Prices at well under the agreed figures had been quoted in some quarters for some time before the Convention was abandoned. Current prices are now in the region of £20 to £22 per kilo. At about these prices a fair amount of business has been reported. It is understood there is a possibility of a new sales price agreement being negotiated in due course.

## Convention and Other Pharmaceutical Chemicals

Other Convention products such as MERCURIALS, MORPHINE, STRYCHNINE SALTS, CITRATES and FERRI QUININE CITRATE, CHLOROFORM and QUININE SALTS are all keeping quite steady with no indication of pending changes.

The markets dealing in products that have to be imported, such as BARBITONE, METHYL SULPHONAL, SULPHONAL, PHENAZONE, etc., are all fairly steady and not likely to undergo any adjustment, except in respect of exchange fluctuations. In other directions the market shows no change of importance, and business generally has not yet got into its normal stride.



# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## Irish Free State Registered Druggists

SIR,—With reference to Mr. Darlington's letter in which he states that the letter I quoted in your issue of December 16 was part of a personal correspondence: I have had no personal correspondence with Mr. Darlington. It was purely official. His letter was addressed to "The Registrar" and was not marked "Personal." My reply was on behalf of the council, as is shown by the opening sentence, "The council had your letter before them at their last meeting." Mr. Darlington's further statement that the letter quoted by me reached him in an open envelope is untrue, as the records of the office will show.—Your obedient servant,

JAMES J. KERR, M.P.S.I., P.C.,  
Registrar, Pharmaceutical Society of Ireland.  
67 Lower Mount Street, Dublin, C.6.

SIR,—As an old pharmacist (fifty years qualified) I wish to protest against this uncalled-for and unnecessary correspondence between Mr. O'Rourke and Mr. Darlington. Both gentlemen are right and both are wrong. Mr. O'Rourke has an ideal of what pharmacy should be. . . . Under the Act of 1875 the sales of poisons, etc., were handed over to pharmaceutical chemists. All men trading as chemists and druggists were given the L.P.S.I. upon passing a very easy examination, and I regret to say that a number of the "easy got through men" were the very men who helped 316 to register without any examination whatever. What I want to know is: what do the registered druggists want? Do they want the Pharmaceutical Society to cut the ground from under the feet of the 4,517 registered apprentices (p. 233, Calendar of the Pharmaceutical Society of Ireland, 1933) and follow the example of what was done in 1890? . . . Whatever may be done in the future, nothing can deprive Messrs. Darlington & Co. of their vested rights. . . . We are bad enough in the Free State with politics, tariffs and that class of thing without exposing the scope of our Registered Druggist examination. It cuts a very poor figure when compared with the English Chemist and Druggist examination. Mr. Darlington is quite right: such questions as he quotes should never have been given to any candidate. Any smart apprentice of two years' standing should rip through such trifles. I know as an old grinder what a man should know. I passed my first two men fifty years ago, and was engaged in teaching for nearly twenty years. I have kept my reading and practice work up to date. . . . The Act of 1890 gives the registered druggist all the protection he requires.—Yours faithfully,

WILLIAM CORBETT HINCHY.

Ballycastle, co. Mayo.

## A Medical Menace

SIR,—It is true that a general adoption of such medical services as are being discussed in your columns would endanger the chemists' position as dispensers of medicine if a scheme were instituted for the inclusion of the dependants of insured persons in medical benefits, or at least might affect the payment offered. But how far does the supply of medicine and appliances go in these services? A little while ago I had a woman customer for some dressings, and when I informed her of the price she produced a subscription book for medical service. I had to tell her that we had nothing to do with such a service and could only supply dressings for cash in the usual way. She allowed me to look at the book, and in the rules I found one which gave a list of items, such as malt and oil, lints, etc., which were not included in the benefit. She had not read this, and was very indignant when I pointed it out to her. If this is the usual practice with medical services, it would appear that the patient is restricted to certain benefits, and that the subscription would have to be considerably higher if patients

were to receive anything like the same benefits the insured person gets from the Insurance Act. I understand that in some of the poorer neighbourhoods one can get advice and a bottle of medicine for 6d. as a casual patient without being a subscriber, which is a return to pre-war prices. It is evident that the ingredients of the medicine must be both sparing and cheap, and I imagine it is not found necessary to dispense proprietary remedies; these are reserved for panel scripts, and the chemist has to foot the bill if the fund is overspent.

Faithfully yours,

A TANNER (27/12).

SIR,—"Preparator" (C. & D., December 23, p. 774) ends his letter by saying that chemists should ask the National Pharmaceutical Union "Where do chemists come in?" There is no need to ask the N.P.U., because the answer is easy: "Nowhere." It is a waste of time trying to make theories agree with facts which do not fit. Doctors have the right to dispense medicines for any of their patients except insured persons, and can provide the latter with medicines if there is no panel chemist within a mile. In these cases the doctors have no use at all for a pharmaceutical service supplied by chemists; they are independent of any such service and are not likely to consider it. We read at times that many doctors would be glad to give up dispensing, but we see no move on the part of the medical profession to give effect to such a desire. If there had been any such tendency, it would have been quite easy to have come to an agreement with the Pharmaceutical Society and to have included a clause in the Pharmacy and Poisons Act to separate dispensing and prescribing, thus bringing this country into line with more civilised nations. Pharmacists would probably have had to make some concessions in return, but the realisation of the demand for "pharmacy for the pharmacist" would surely have been worth something.—Faithfully yours,

UNWANTED (2/1).

## Book-keeping Problems

SIR,—I should like to thank both "S." and "Another Worker" for so kindly replying to my queries on the above subject. "S.," I very much fear, underestimates the work on hand. I myself made a mistake when I put the number of book customers at 150, as this figure should have been 300, and I also specified that all packing was done on the premises, not just our own specialities. "S." would not know, of course, that most of the dispensing came in after 6.30 p.m.; the work has to be got out quite long distances by 8.30 p.m. at the latest, and meanwhile there are always a few N.H.I. scripts being waited for, and would "S." get his meals behind the counter or leave the porter or girl book-keeper in charge? To "Another Worker" I can only say that there is a sleeping partner, who advanced sufficient money to allow me a half-share in the business, and for which I paid him back interest. . . . My staff consists of an elderly qualified (part-time) eighty years of age, my wife, who does the books and helps a young man of sixteen with the packing and counter, unpacking, etc., of goods, and an errand-boy, and whose salaries amount in all to £5 5s. per week; and as this amount is really only the equivalent of a good qualified man, I do not see how the expenses could be termed excessive.—Yours very faithfully,

THE WORKING PARTNER (3/1).

## The Good Will to the Retailer

SIR,—With over forty years' experience of the retail, I have often reflected on the indifference for the good will of the retailer shown by most proprietors of heavily advertised specialities. I maintain this good will is a factor of great value in the promotion of sales. My contention is that the small profit advertisers (with some



exceptions) give kills good will. I know this opinion flies in the face of the general belief of heavy advertisers, but that does not alter my view. They argue on the assumption that heavy advertising compels the retailer to sell their goods, and that his friendly good will can be ignored. I also know that this belief has been created to a great extent by newspaper proprietors and their advertising departments, out for revenue. The advertisers are hypnotised by ballyhoo, blurb and catch-phrases, such as "Newspaper publicity is all-important, indispensable," etc. But the advertiser does not reap the utmost benefit of his advertising cost if he fails to maintain the good will of retailers. The latter should be ensured a reasonable margin of profit. Let anyone try to realise for himself the feelings of a retailer when he is asked for an article the profit on which he knows is contemptuously small. I know from my own experience, my feelings when asked for an article on which there is a reasonable profit are very different. I maintain that the cultivation of the good will of retailers is just as important as newspaper publicity and probably ultimately cheaper. There has also been a distinct tendency in recent years for Transatlantic proprietors (particularly) to cut down their margin of profit; their practice of giving two articles for the price of one is definitely degrading and demoralising.—Yours truly,

A. R. (2/1).

#### Council of the Pharmaceutical Society

SIR,—To the vacant seat on the Council created by the decease of Mr. Humphrey I think it would be a fitting occasion to co-opt Mr. McNeal. He stands for the private pharmacist in business, is an enthusiastic worker, and has been a doughty fighter, in spite of adverse circumstances. He has first claim, and is most certainly worthy of a trial. I am not alone in hoping to see his name grouped with those in authority, and I trust that every ex-Service pharmacist will endeavour to get him there.—Yours faithfully,

A. J. M. (2/1).

#### Competition from Without

SIR,—Do chemists realise the immense amount of trade which is being taken from them by the grocer and general shop? I refer to those wholesale firms who originally introduced their medicines as "copies" of proprietaries and who now have a large sale in all parts of the country. This sort of thing is bound to increase unless chemists obtain a monopoly to retail medicines, and in that event pharmacy could hold its own as a profitable profession without having to resort to so many "side-lines" as at present. Such a prize is well worth fighting for, and a movement should be started to obtain it; but to avoid a great injustice to those in the ranks who are apprenticed, but for financial reasons unqualified, they should be absorbed into the profession in a similar manner to the dentists in 1921. These men have served pharmacy well, and, to be candid, who can deny that after ten years' experience a man is "qualified" from a practical point of view?—Yours faithfully,

F. H. N. S. (30/12).

### Legal Queries

B. L. (17/10).—The publication of the formula on the label does not affect the liability to medicine-stamp duty, or otherwise, of a medicine sold by persons who do not enjoy the benefit of the exemption covering the sale unstamped of "known, admitted and approved" remedies. In this connection we would remind you that liability may be incurred otherwise than by the statements appearing on the label.

S. H. W. L. (12/10) while employed as an assistant was injured as the result of a tube of chemical exploding in his hand. He has since required medical attention and has been unable to go to work. Is he entitled to his wages during his enforced absence from business? [Subject to any special terms of his contract of service, "S. H. W. L." is, in our opinion, entitled to his wages while he is incapacitated from work.]

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

P. C. C. (9/38).—The following formulas contain the ingredients you mention:—

#### Eau de Cologne

Bergamot oil	...	...	3j.
Lemon oil	...	...	3j.
Linalyl acetate	...	...	3vj.
Terpeneless petitgrain	...	...	3ij.
Palmarosa	...	...	3ss.
Terpeneless lemon oil	...	...	3ss.
Rosemary oil	...	...	3ss.
Industrial spirit	...	...	Cong. ss.
Water	...	...	3xv.

A little benzyl benzoate should be used as a fixative.

#### Lavender Water

Oil of lavender	...	...	3j.
Oil of bergamot	...	...	3ij.
Musk ketone	...	...	gr. v.
Clary sage	...	...	3ij.
Oil of angelica root	...	...	3ij.
Spirit	...	...	to Oij.

J. S. (12/38).—ADHESIVES.—The following formulas for adhesive pastes will probably meet your requirements:—

I			
White dextrin	...	...	5 lb.
Water	...	...	128 oz.
Oil of wintergreen	...	...	30 drops
Oil of clove	...	...	30 drops

Heat the water to 160° F., add the dextrin, and stir till dissolved. When cool add the oils and stir well. Then put aside in a cool place for two or three weeks to "ripen," when a creamy paste results, which does not affect the colour of the labels.

II			
Wheat starch	...	...	2 oz.
Gelatin	...	...	3 oz.
Water	...	...	16 oz.
Oil of clove	...	...	16 drops

Soak the gelatin in part of the water overnight. Mix the starch with the rest of the water, and heat with the gelatin on a water bath until a uniform jelly results. When nearly cold stir in the oil of clove.

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," January 15, 1884

#### Proposed Class of Registered Druggists

On January 8 a deputation from the Council [of the Pharmaceutical Society of Ireland] waited on Mr. G. O. Trevelyan, Chief Secretary, at the Castle . . . Mr. Brunker [president] said . . . in the greater part of Ireland at present the Sale of Poisons Act was a dead letter. . . . Until the passing of the Act of 1875 chemists and druggists in Ireland had the right of retailing poisons, but had not the right to compound medicines. . . . By Section 31 of the Act such persons had reserved to them the right to continue to sell poisons without any examination, but no machinery was adopted whereby such persons should be registered. . . . The Council, by a majority, thought it would be in the interest of the public that in future persons should be licensed to sell poisons only on passing a moderate examination. These it was proposed to call "registered druggists." . . . The Chief Secretary said he had heard their representations with the greatest respect, and he should not hesitate to speak out if from the information that they had laid before him he saw any decided objection to the amendments they proposed. He could, however, do very little more than recognise the force of their arguments and promise, unless he heard any counter-arguments which might appear of sufficient weight, to do all in his power to meet their wishes.





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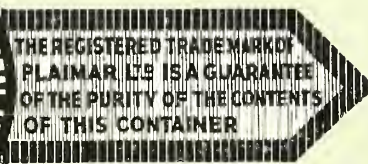
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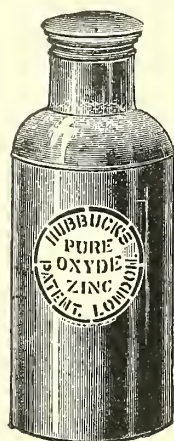
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(‘Aspro’ Dept.), SLOUGH, Bucks.  
Telephone : SLOUGH 608

its stupendous active sales-producing activity. If he fails to show in his windows literature of advertised lines his potential customers and sales are DIRECTED INTO OTHER CHANNELS. You can easily prove this for yourself with ‘ASPRO’. **WHEN YOU SHOW AN ‘ASPRO’ WINDOW DISPLAY, YOU DEFINITELY CONNECT UP WITH ONE OF THE LARGEST ADVERTISING CAMPAIGNS IN THE KINGDOM.** You attract customers into your shop not only for ‘ASPRO’ but for a hundred and one other things which you stock. Why not prove this to-day for your own satisfaction? Why not bring the customers into your shop? **USE ‘ASPRO’ advertising to do it.**

‘ASPRO’ consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

**ASPRO**  
REGD TRADE MARK

**Advertising brings you customers**

**Doctors send you customers**

It must be a good remedy if 2,400 Doctors recommend and prescribe it. And "Curicones" has proved itself, in many thousands of cases, to be the most remarkable treatment in cases of rheumatoid arthritis, neuritis, sciatica, gout, lumbago and kindred ailments. Titled and distinguished people have written testifying to the efficacy of "Curicones."

Consistent advertising has brought "Curicones" to the notice of millions of people. Each day this advertising is creating hundreds of new customers.

Add to this the good profit it carries and you have a line that it pays to stock. Take advantage of the advertising by making a good show of "Curicones" in your window and on your counter.

Window Display materials and booklets on request.

**...sell  
Curicones**

*The famous  
Rheumatic  
Remedy*

Supplied in three distinct sizes:

One bottle - - - 5/-  
Three bottles - - 14/-  
Six bottle package 24/-  
(The 24/- size contains 6 times the quantity of the 5/- size.)

**STEPHEN MATTHEWS & CO., LTD.,** Manufacturing Chemists & Druggists, 19/21 Farringdon St., London, E.C.4

## IONIZED IODINE

(MOLSON BRAND)

Obtainable from the usual wholesalers or the makers

**MOLSON IONIZED IODINE CO. Ltd.**

34 C, GABRIEL'S HILL, MAIDSTONE

## GARFIELD TEA

FOR CONSTIPATION

PROMPT SHIPMENT

ALL SIZES

'Phone or Write:

**GARFIELD TEA CO.**

44 Foxbourne Road

**BALHAM, LONDON, S.W. 17**

## GENUINE RUSSIAN MEDICINAL LIQUID PARAFFIN B.P.

S.G. 885/90. VISCOSITY ABOUT 290.

*Liquipar*  
BRAND

In steel drums or 5 and 10 gallon containers. Bottles, White Medical Flats, labelled own name. Viscose capped. Samples free on request. Ask for quotations—the cheapest in the market.

**HERTZ & CO., Est. 1878, 9 Mincing Lane, E.C.3**

The popular SEASONABLE LINE

**Sir NYNES**

**WINTER  
PASTILLES**

**3<sup>d</sup> & 6<sup>d</sup>** airtight tins or **2<sup>d</sup>** per oz.

LONDON AGENTS:

**NATIONAL DRUG INDUSTRIES LTD., Emmott St., London, E.1**

Trade enquiries to the Sherwood Confectionery Co., Worksop.



**PARAFFINUM LIQUIDUM B.P.**

**EXTRA HIGH VISCOSITY**

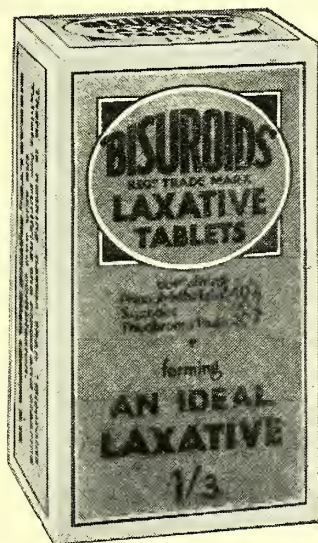
**HOLROYD'S OIL & CERESINE CO., LTD.**  
3 New London St., London, E.C.3. 'Phone: 3395 Royal.  
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INCREASED demand for this already consistent seller will surely result from the new National Advertising Campaign now commenced.



Look to your stocks and support this new advertising by displaying a few packages of 'BISUROIDS' LAXATIVE TABLETS on the front of your counter.

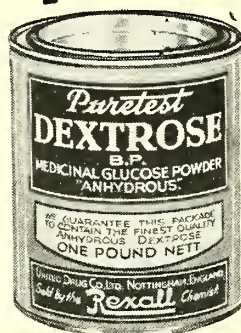
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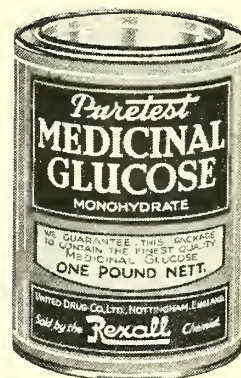
International Chemical Co., Ltd.,  
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# *A Tremendous Success!*

## MEDICINAL GLUCOSE AND DEXTROSE



*Puretest*  
MEDICINAL  
GLUCOSE



*Puretest*  
DEXTROSE (B.P.)


The above illustrations show two recent additions to the Rexall and Puretest range of pharmaceutical products. Show material and literature available for all Rexall Chemists.

Enquiries from districts not covered by a Rexall Agency will receive every attention.

UNITED DRUG COMPANY LTD.,  
NOTTINGHAM.



# 4 HOUSEHOLD NAMES THAT ARE HOUSEHOLD NEEDS!



THE TRUE TONIC FOOD  
**SANATOGEN**

WULFING BRAND  
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**GENASPRIN**  
THE SAFE  
BRAND OF ASPIRIN

**GENOZO**  
BRAND  
TOOTH PASTE

It always pays to push these Genatosan lines. No products have a better reputation with the public for doing exactly what is claimed for them. And consistent advertising is constantly increasing an already great demand. Doctors prescribe them because they know they are trustworthy. Display them well and they will sell themselves.

Your profit on each line is really generous, particularly if you buy them on Direct Cash Terms.

If you have not yet taken advantage of these special terms, write to us for full details—they will be forwarded on return.

# GENATOSAN

LIMITED

LOUGHBOROUGH, + LEICESTERSHIRE

Telephone : Loughborough 292. Telegrams : "Genatosan, Loughborough."





# **MONSANTO**

# **PHENACETIN**

## **B.P.**

MONSANTO HAVE GOOD STOCKS  
AVAILABLE FOR IMMEDIATE DELIVERY  
ON SPOT OR CONTRACT TERMS

# **PHENOLPHTHALEIN**

## **B.P.**

ANOTHER MONSANTO QUALITY PRODUCT  
OF GUARANTEED PURITY

*We shall be pleased to have your enquiries*

**MONSANTO**  
**CHEMICAL WORKS LTD**  
VICTORIA STATION HOUSE, VICTORIA STREET,  
LONDON, S.W.1

Works.  
RUABON  
and  
SUNDERLAND

Telephone :  
VICTORIA 1535.

*A cough sweet which  
CANNOT be sold by  
Grocers, Sweet Shops, etc.*

## ALL FOURS CUBES

should be to the fore in your PHARMACY as their sale is restricted to those who possess the "Known, Admitted and Approved" remedies exemption.

"All Fours" is an inexpensive cough sweet sold in bulk together with attractive two-colour envelopes for packing.

**FREE DISPLAY JAR**  
is available with all orders of 14 lb. and over, and a plentiful supply of show material is available.

Feature this quick-selling cough sweet, this year, and build up big sales as others have done.

7 lbs.	@	1/4	per lb.
14 "	"	1/3	"
28 "	"	1/2	"
56 "	"	1/1	"
112 "	"	1/-	"

RETAIL **2<sup>D</sup>** PER OZ.

Note the large 6d. tin available packed in half-dozen Outers 3/9 per dozen tins.



# ARTHUR H. COX & CO.

Manufacturing Chemists **Brighton** LTD.



# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C. 2

JANUARY 6, 1934

## ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED** and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS** for **SALE** and **AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

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**LEGAL NOTICES, TENDERS, AUCTIONS**, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)

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**THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2**

Telephone: Central 6565 (8 lines).

Telegrams: "Chemicus, Estrand, London."

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must reach us  
not later than

**FIRST POST THURSDAY MORNING**

All advertisements intended for  
insertion in this Supplement

## ORRIDGE & CO.

**56 LUDGATE HILL, E.C.4**

ESTABLISHED 1846

Telephone No.: CITY 2283

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—**WEST MIDDLESEX**.—Drug Store with Kodak Agency for immediate disposal; scope for increase under qualified supervision; excellent position; double-fronted shop; present returns average £25 weekly, with net profit 30 per cent.; living accommodation; rent £100; long lease; reasonable offer will be accepted for quick sale.

2.—**NORTH LONDON**.—Good-class Family Retail and Dispensing Business in pleasant locality; established 25 years; returns last year exceeded £2,100; vendor suffers from ill-health, and no doubt the turnover could be increased under more able management; excellent house; long lease; reasonable rent; about one year's net profit will be accepted for the goodwill, plus value of stock and fixtures.

3.—**CITY (BORDERS OF)**.—General Retail Business with N.H.I. (1,200 scripts per month); established 21 years; returns last year £2,500; large premises; house attached; rent £100; long lease; price £1,200.

4.—**CAMBERWELL, GREEN (NEAR)**.—Middle- and Working-class Business in good position in busy main road; returns last year, under management, about £1,200; gross profit about 50 per cent.; corner position; stock and fixtures worth about £575; rent covered by sublet; price asked £900.

5.—**CAMDEN TOWN**.—Quick Cash Retail Business in main road; returns, under management, average £2,500 per annum; 12 years' lease at £110 per annum; two flats over; stock and fixtures worth about £1,000; lump sum offer or valuation terms entertained.

6.—**LONDON, W.**—Middle- and Working-class Business; N.H.I. averages 800 per month; established 50 years; returns last year approximately £2,200; gross profit above the average; comfortable house attached; rent £150; 15 years' lease; stock and fixtures worth about £550; price to be agreed.

7.—**EALING**.—Family Retail and Dispensing Business; established over 40 years; returns last year £2,280; accountant's figures; stock and fixtures worth about £1,000; held on lease; good living accommodation; double-fronted corner shop; price asked £1,550, or valuation terms would be entertained; vendor retiring.

8.—**SURREY**.—Good Middle-class Retail and Dispensing Business; returns approximately £2,350 per annum; audited accounts; main-road position; stock and fixtures worth about £1,100; sublet covers entire rent; price asked £2,000.

9.—**BUCKS.**—Middle-class Cash Retail Business with N.H.I.; returns last year £1,240; double-fronted shop in good position; living accommodation and garage; stock and fixtures worth about £525; price £800 or near reasonable offer; growing neighbourhood.

10.—**YORKSHIRE**.—Working-class Business with N.H.I.; full Wine Licence and Kodak Agency; returns present rate about £20 weekly; N.H.I. last year £562; rent 16s. weekly; stock and fixtures worth about £500; price about £750.

11.—**KENT HEALTH RESORT**.—Cash Drug Store with Kodak Agency; returns last year £1,108; easily worked single handed; rent £65 per annum, inclusive of rates; good living accommodation; price asked £900.

12.—**SALOP**.—Old-established Good-class Pharmaceutical Business for disposal; returns last year £2,061; large double-fronted shop with large dispensary situate in main road in improving position; stock worth about £600; Vendor is anxious to sell and will meet a purchaser reasonably; the property can also be purchased.

13.—**BOURNEMOUTH**.—Middle-class Business; returns last year approached £1,200; audited figures; developing district; this year's figures show an increase; living accommodation; rent £100; held on lease; price £850 or nearest offer.

14.—**ST. ALBANS (NEAR)**.—Working- and Middle-class Business; all cash; no N.H.I. done at present; Kodak and Ucal Agencies; returns last year £824, with net profit £241; living accommodation and fair-sized garden; rent 30s. weekly, inclusive of rates; new lease; price for quick sale £175.

15.—**MIDLANDS**.—Good Medium-class Cash Retail Business occupying excellent position; increasing turnover, present rate being about £40 weekly; net profit £550; stock and fixtures worth about £1,300; price £1,500; property can also be purchased or lease will be granted.

## Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.



*Ernest A. George*  
 & Co.  
 Chemists Valuers & Transfer Agents.

Bank Chambers, 329, High Holborn, London, W.C1.  
 Telephone Nos. Holborn 1167 & 1278. (2 lines).  
 Tudor House, Walsall, Telephone, Walsall 3774.  
 Chemists Valuers & Transfer Agents.

(C1) NORTH WALES.—High-class dispensing and general retail business, situated in congenial seaside resort; turnover for 1932-33 financial year upwards of £3,000; exceptionally attractive and well-fitted lock-up pharmacy; purchase price to comprise approximately £750 for goodwill, plus the value of stock and fixtures, but the stock is heavy and the fittings elaborate; further details to *bona fide* potential purchasers upon receipt of satisfactory references.

(C2) KENTISH TOWN (NEAR).—Two businesses situated in busy main shopping thoroughfares, are offered for sale separately. Turnovers approximately £2,500 and £2,100 per annum respectively; high percentage net profit; living accommodation available in both instances; either business should be well worthy of consideration, from the investment standpoint, provided the district which is of a working-class nature, is not objected to.

(C3) WHITSTABLE (NEAR).—Attractive Pharmacy situated in pleasant seaside resort; turnover approximately £1,550 per annum; rent, including living accommodation, £100, which can be more than covered by sub-lets if desired; no near opposition; visited, and recommended as genuine.

(C4) UPPER REACHES OF THAMES.—Attractive modern Pharmacy with labour-saving flat above, situated in very congenial residential area; present returns £35/£40 weekly, and steadily increasing; reasonable rental; no near opposition; this business is very well known to us, and is recommended with every confidence.

(C5) WALLINGTON (NEAR).—Old-established business, in present hands for over 30 years, available owing to ill-health, and retirement; average turnover for past three years stated to approximate £1,200 per annum, with net profit about £400; extensive living accommodation; good scope for further increase; no Sunday or half-holiday duty; price £650, including stock and fixtures estimated at £550.

(C6) DULWICH.—Excellent opportunity for Chemist with limited capital, to acquire a business at present showing a reasonable living, with good prospects for further development, at a relatively low figure; turnover for 1932/33, £944, with net profit £256; lock-up shop; part of the purchase money could probably remain if necessary.

(C7) LONDON, S.E.—Established retail business with exceptionally heavy insurance panel; turnover approximately £1,400 per annum, with

gross profit £550; rent £55, including small house; apart from the N.H.I., which averages over 1,000 scripts per month, the business has not been exploited to any extent; no near opposition; price £850, including stock, approximately £400; offers considered.

(C8) CORNWALL.—Attractive retail business showing steady and consistent progress; turnover for 1933 approximately £1,650; a further increase next year is practically assured; living accommodation; premises well situated; £350 is asked for the lease and goodwill, plus value of stock and fixtures; visited, and well recommended.

(C9) LONDON, NORTH.—Very old-established Pharmacy, for disposal owing to retirement; the turnover at the moment is low, but the prospects offered are exceptional, and well apparent; main road situation; rent £100, including living accommodation; stock and fixtures approximately £400; offers invited.

(C10) LONDON, S.W.—Pharmacy with living accommodation, situated on busy main road; present turnover approximately £1,200 per annum; rent of premises more than covered by sub-lets; stock and fixtures estimated at £600/£650; offers invited.

(C11) BUCKS.—Attractive modern Pharmacy, with excellent potentialities; turnover for 1932/33 upwards of £1,200; living accommodation with all conveniences; no near opposition; visited, and well recommended as sound and genuine.

(C12) DEVON.—Pharmacy situated in pleasant market town, near to coast; turnover for 1932, £1,000; net rent and rates approximately £80 per annum; lease 19 years unexpired; living accommodation with large orchard garden; good scope for further development; open to offer; visited and recommended.

(C13) BRIGHTON.—Attractive pharmacy with small house above, situated on main road of prominent residential district; average returns approximately £20 weekly, with scope for increase, which should be apparent upon inspection; rent £90; lease 17 years unexpired; price about £800.

(C14) RAMSGATE (NEAR) (DEATH VACANCY).—Pharmacy, lock-up, prominently situated in popular seaside resort; turnover approximately £1,300 per annum; inclusive rental £90; exceptionally good scope under personal proprietorship; reasonable purchase price; further details upon application.

## BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—SURREY (20 miles out).—Good-class Retail and Dispensing Business, in good residential district; turnover £2,250; net profit £500; low rent; long lease; living accommodation over; excellent stock; price £1,650.

2.—HOME COUNTY.—Good Middle-class Business, in pleasant residential town; returns exceed £1,500; net profit over £400; audited figures; low rent; modern pharmacy; price £1,100, or valuation terms arranged.

3.—SUSSEX (near Coast).—Good-class Family Retail; in small town; returns £1,450; net profit £340; scope for increase; rent £65, on lease; well-fitted pharmacy; fully stocked; price £800.

4.—NOTTS.—Light Family Retail, in main-road position; returns £750; net profit £200; rent only £52; large shop, with house attached; stock worth £250; price £400.

5.—HULL.—Light Cash Retail; no N.H.I. or Photo; scope for both; returns average £1,000; net profit about £300; low rent; good house; stock worth about £300; owner retiring; price about £600.

6.—SOMERSET.—Unopposed Country Drug Stores, pleasantly situated; returns about £800; scope in Qualified hands; nice house and shop; electric light, main water, drainage, &c.; owner retiring; price, with freehold, £800 or near offer.

7.—SOUTHERN-ON-SEA.—Very profitable Business; returns over £650 under unqualified; plenty of scope; net profit £250; low rent; lock-up shop, room behind; no near opposition; price for quick sale £125.

8.—PADDINGTON (near).—Middle-class Cash Retail with large Panel and good Photo connection; returns approx. £2,200; gross profits over 45 per cent.; books audited; main-road position; rent £150; long lease; large house; price £1,500 or offer.

9.—LONDON, N.W.—Old-established General Cash Retail, with large Panel; busy main-road position; returns average £2,500, under management; scope for increase; rent £110, including living accommodation; price £2,000.

10.—SLOANE SQUARE (near).—Good-class Business; in good position; returns £25 to £30 weekly under management; plenty of scope; owner going abroad; will accept £850, bare valuation.

Businesses Wanted

Estab. 1870.

Telephone: Terminus 3574.

## THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS, Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL.

PARKIN S. BOOTH, Valuer. Tels.: CITY 3691 (4 lines).

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Businesses for disposal to suit all buyers.

All matters treated confidentially.

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## THE CHEMIST & DRUGGIST



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Purchasers waiting for businesses in all parts of the country. Prices from £200 to £10,000.

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6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**ADDISCOMBE.**—Genuine Good-class Family Business; compulsory sale owing to ill-health; present owner over 30 years; good premises with ample living accommodation; situated in main thoroughfare; shop well stocked; good fixtures; turnover about £1,200; price £650; freehold would be sold if desired. Deal, 124 Addiscombe Road, Croydon.

**DERBYSHIRE** (Popular Resort).—Good-class Chemists, with some Optics; returns £1,800 per annum; fine position; shopping centre; easy rent; lease; good house, all conveniences; business shows net profit over £400 per annum; auditor's figures; accept valuation plus reasonable goodwill; approximately £950 required. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Failsworth 1913.)

**HARROGATE.**—Old-established Chemist's Business; Kodak Agency; wine, spirit and cider licence; splendid opportunity for smart man; lock-up shop with good stock rooms; offered at valuation of stock, about £300, plus fixtures, £100; very well fitted and stock clean and saleable. Chas. C. Marsden, Chemists' Valuer, 29 Oakwell Crescent, Leeds, 8.

**LEWISHAM.**—Sound Business for sale; established 1924; turn-over £2,250, without Sunday or Thursday opening; lock-up shop; reasonable rent; stock and fixtures valued at £900; part payment entertained. Apply "Kenmore," Sydenham Avenue, S.E.26.

**LONDON.**—Chemist-Optician; growing locality; N.H.I.; Kodak Agency; takings last 9 months £927 14s. 10d., without Optics, up on last year; price £350, goodwill and lease; s. & f. at valuation; good opportunity for live man. 565/11, Office of this Paper.

**LONDON, BAYSWATER.**—£130 or near offer will purchase small but Growing Business; Lock-up Shop; living accommodation if desired; low rent; good, clean stock; owner retiring from business. 567/21, Office of this Paper.

**LONDON, N.W.,** recently opened, good Working-class Family Business; N.H.I. 200 month, ample scope increase; lock-up, very low rent, long lease; no opposition; takings under management £14 p.w.; quick sale £255, including stock, fixtures, &c.; splendid opportunity energetic owner. 234/399, Office of this Paper.

**LONDON, S.W.**—Modern Pharmacy for disposal; main-road position; low rent; long lease; good reason for disposal; average trade £25 per week; excellent profits; splendid scope for increase; accountant's certified figures; price £650. P.C.B. 102/15, Office of this Paper.

**MANCHESTER.**—Chemist's Business for Sale; established 45 years; main road; Wine and Spirit Licence; N.H.I. scripts average about 400 monthly; price, valuation of stock and fixtures and agreed sum for Licence. Apply 566/32, Office of this Paper.

**MANCHESTER** (Suburb).—One of the best propositions offered for some time; absolutely first hand and personally recommended; good Middle-class Chemist's Business; handsomely fitted and heavily stocked; splendid living accommodation, garden and all conveniences; returns £1,500 per annum; offering considerable scope for increase; property (vendor's own) can be purchased or lease granted at moderate rental; price for business only £1,200, or valuation terms arranged; no triflers, please. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Failsworth 1913.)

**NOTTS.**—Old-established Family Business; market-place thoroughfare; good Optical connection; valuable Proprietary Lines; living accommodation could be arranged; excellent scope for development by live proprietor; reasonable price, by negotiation. Apply Chas. F. Carlisle, Messrs. D. W. H. Phipp & Co., 15 Park Row, Nottingham.

**WALLASEY** (Health Resort).—Sound Old-established Good-class Chemist's Business; situate nice residential district; returns £1,500 per annum; chartered accountant's figures; commodious house; opening for Optics; property (vendor's own) will sell, or lease as desired; price £900; valid reason for disposal. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Failsworth 1913.)

**WORKS (WEST RIDING).**—Progressive Business; industrial district, entirely unopposed; Kodak and Selo Agency; Medicated Wine Licence; turnover under management £26 weekly, increasing, good house attached; scope for Optics; purchase price, fixtures and goodwill, £650, plus stock at valuation; strongly recommended. 566/5, Office of this Paper.

**CHEMIST'S** Business; main road, Birkenhead; premises comprise shop and dwelling house; held on lease at moderate rental; fixtures and fittings of first-class description; recent valuation of stock and fixtures about £375. For further particulars apply Parkin S. Booth, Certified Accountant, 2 Bixteth Street, Liverpool.

**DRUG STORE,** specialising in Chemists' Sundries and Packed Goods made on the premises, which are well known in London; very low inclusive rental; situated in very busy thoroughfare; exceptional opportunity for an unqualified man to secure an income up to £10 per week; reason for selling and further particulars by letter. Write 567/201, Office of this Paper.

**FOR SALE.**—Freehold Shop Premises; £2,250; prominent position opposite station; splendid scope for man with capital; fitted with chemist's modern showcases and fittings, the purchase of which is optional; vacant possession. 564/15, Office of this Paper.

**OLD-ESTABLISHED** Retail Herbalist, Chemist and Druggist in very busy main thoroughfare in N.W. London district; lease 13½ years; open to fullest investigation; very profitable concern; price £2,500 includes stock, fixtures, &c. Pawley & Malyon, Incorporated Accountants, Finsbury Court, Finsbury Pavement, E.C.2.

**SMALL** but very Profitable Business for Sale, with Shop and large Packing Department, where own goods are packed and despatched to stockists throughout London; sales last month exceeded £120; profits about £12 per week; this unusual opportunity occurs owing to ill-health; first offer near to £500 accepted. Write 567/2, Office of this Paper.

## BUSINESSES WANTED.

**BUSINESS** urgently required by private man; London or South Coast; turnover £3,500-£5,000 per annum; cash available; must bear strictest investigation; all information treated with greatest privacy; no agents. 561/3, Office of this Paper.

## PREMISES TO LET.

**BLACKPOOL.**—Double-fronted Shop, with good house; part now empty; 6 years Chemist; in thickly-populated district for residents and visitors; main shopping street; good scope for side lines. Owner, 189 Church Street, Blackpool.

**N.W. SUBURB.**—Rapidly-improving centre; shop and upper part in same block as Messrs. J. Sainsbury and MacFisheries, Ltd.; rent £225 per annum; on long lease; without premium; good opening for Chemist. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Mayfair 7666.

**ROMFORD.**—Splendid opening for Chemist and Druggist; new corner parade of shops; living accommodation optional; 50 yards from stations; several let to multiple stores; letting office on site, 9 a.m. to 6 p.m.; full details. Kemsleys, 19 South Street, Romford, Essex.

**S.W. DISTRICT.**—Rapidly-developing suburb; shop and upper part; among multiple traders; commencing rent £200 per annum; on long lease; without premium; ideal for Chemist. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Mayfair 7666.

**15 MILES FROM LONDON.**—Excellent opening for Chemist (business at present unrepresented); shop with living accommodation over; in high-class residential neighbourhood; commencing rent £175 per annum. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Telephone: Mayfair 7666.

**41,228 POPULATION** (Census Report, 1931, figures); densely populated suburb, Surrey, 8 miles from London; district still growing; no private chemist; shops from £160 per annum. Apply Stephens, Grand Buildings, Trafalgar Square, W.C.2. Whitehall 9224.

## APARTMENTS.

WHEN YOU COME TO LONDON STAY AT THE HAMPDEN RESIDENTIAL CLUB.

**FOR GENTLEMEN,** Hampden Street, N.W.1. Close to King's Cross and Euston. 300 bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Euston 2244/5.

## BUSINESS OPPORTUNITIES.

**FIRST-CLASS** London Showroom and Offices available, Fore Street, E.C.2; attendance if required. 233/394, Office of this Paper.

## FINANCIAL.

**ADVERTISERS** will consider finance or purchase of Established Proprietary Line; preferably stocked by Chemists, Stores, &c. 233/393, Office of this Paper.

**OLD-ESTABLISHED** House, Manufacturers Druggists' Sundries, desire to renew immediately £5,000 debentures 7½ per cent.; full particulars available at interview. 233/384, Office of this Paper.



## AGENCIES.

**AUSTRIA, Switzerland, Czechoslovakia.**—Commission merchant with staff of representatives will take over sole agency in the above countries of important English Manufacturer of Chemicals, Chemical and Pharmaceutical Preparations, Toilet articles and Perfumes. Write to Sigmund Klein, Mariahilferstrasse 89, Vienna VI, Austria.

**A LONDON FIRM OF MANUFACTURERS**, progressive, hitherto selling to Wholesalers and Multiple Stores, financially sound, desire to hear from good house of distributors with a view to working arrangement for selling direct to Retail Trade. 564/60, Office of this Paper.

**BUYING Agent (London)** wants suitable lines for Stores, Markets, Grocers and General Shops; Toilet Goods, Dentifrices, Small Novelties, &c.; preference to own name goods or sole agency. Nash, 45 Perth Road, Ilford.

**TOILET PREPARATIONS (Bulk, Packed and Proprietary Lines).**—Old-established Manufacturers offer Agency to first-class men who have connection with Wholesale and Retail Trade; high remuneration; give full particulars of experience, whether car owner, age, and area covered. 233/375, Office of this Paper.

**WANTED**, by a firm marketing up-to-date Medicinal Specialities, Commission Agents carrying other lines; wide range of lines; generous commission; car essential; state ground covered and specialties now handling. 565/25, Office of this Paper.

## PARTNERSHIPS.

**LONDON FIRM OF MANUFACTURERS** of a good line stocked by Multiple Stores, Chemists, etc., wish to develop and are desirous of hearing from an energetic man of sound commercial experience, preferably who can make an investment. The firm is established upwards of twenty years, showing good returns, audited accounts, and it is proposed to convert to a company. First-rate credentials offered and expected. 564/6, Office of this Paper.

**AN OPPORTUNITY** occurs for a smart young Qualified Chemist, preferably one who is able to invest £250 for a new main-road shop, 20 miles from London. Write 566/6, Office of this Paper.

**MANAGER** required for Chemists in important Lancashire town; £500 capital required at 6 per cent. secured; good salary and share of profits. Owens, Auctioneers, 20 High Holborn, W.C.1.

**PHARMACIST.**—Turnover £3,000 annually last 8 years, good profits; Home Counties; has entered Medical; will consider Partnership with Qualified Lady or Gentleman having capital not less than £1,200; applicants to give details of experience, age, bankers' references, and photograph, with stamped addressed envelope, in first instance. 567/24, Office of this Paper.

## SITUATIONS OPEN.

### RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**BIRMINGHAM.**—Qualified Assistant (30 to 35) required for High-class Pharmacy; must be an accurate Dispenser, good Salesman and Window-dresser; full particulars of experience, height, photo if possible and salary required. "Rhei," c/o Southalls, Bros. & Barclay, Ltd., Gooch Street, Birmingham.

**LONDON.**—Qualified Chemist and Optician required to take complete charge of High-class Pharmacy and Optical Department; the position is permanent and progressive. Reply in first instance, giving full particulars of past experience, and state whether married or otherwise, to Linsley's, Ltd., 308 Earl's Court Road, S.W.5.

**LONDON COUNTY COUNCIL.**—Pharmacists (men or women), holding Certificate of Pharmaceutical Society of Great Britain, required at (1) Out-relief Dispensary, 51 Ufford Street, S.E.1; and (2) Out-relief Dispensary, Watson Street, S.E.8; salary £250—£300. Also Pharmacists qualified as above to act as assistants to other pharmacists (1) St. James' Hospital, Ouseley Road, Baham, S.W.12; (2) St. Mary, Islington, Hospital, Highgate Hill, N.19; and (3) Lewisham Hospital, S.E.13. In case of women, marriage terminates contract of service. Salary £225—£275. Remuneration and conditions subject to review. Forms of application (stamped addressed foolscap envelope necessary), obtainable from Medical Officer of Health (S.D.3.A.), County Hall, S.E.1, to be returned by January 20. Canvassing disqualifies.

**LONDON, S.W.**—Immediately, Junior Assistant; one just completed apprenticeship; Photography; outdoors. John Keall, 91 High Street, Wandsworth.

**MANCHESTER.**—Required immediately, Lady or Gentleman conversant with the routine of a high-class City business; permanency if suitable; state fully age, experience and salary expected. Replies to 567/20, Office of this Paper.

**MANCHESTER DISTRICT.**—Wanted, Qualified Assistant, male; age about 25 to 35; working-class business; N.H.I. est.; another Assistant kept. Apply, giving full particulars and stating salary, which must be moderate, to 566/34, Office of this Paper.

**SURREY.**—Wanted immediately, Unqualified Assistant; quick and accurate Dispenser; Counter and Window-dressing. Full particulars and salary required to 566/13, Office of this Paper.

**ASSISTANT**, Unqualified; immediately; Dispensing, Counter, Window-dressing, &c. Apply, stating wage required, references and other particulars, to Bower, Chemist, Cinderford, Glos.

**ASSISTANT** wanted; single; capable Dispenser, good Window-dresser and Salesman; knowledge of Photography and Optics preferred; must furnish good references; state age, experience, salary required, enclose photo; last assistant with us 17 years. Davies Bros., Chemists, Hannah Street, Porth, Rhondda.

**BRANCH Manager (Qualified)** required by middle of January; convenient small house attached to business; rent and rates free; married man preferred. Please send full particulars in first letter (letters not answered one week declined) to Arnold, 1 Old Tivertou Road, Exeter.

**JUNIOR Assistant or Improver** required for Dispensing and Family business near Croydon; must have served regular apprenticeship and have good general experience; preference given to man who has passed Part I; commence £2 5s. weekly; state age, height, experience and when at liberty. 566/11, Office of this Paper.

**LADY CHEMIST**, young, active and pleasant, wanted shortly for middle-class Pharmacy, outside London; good post for suitable applicant able to take charge occasionally; experience, age, salary required, and photograph to be sent, with stamped addressed envelope, in first letter. 567/240, Office of this Paper.

**LADY**, Qualified, moderate salary, comfortable position, permanency. Jacques (Chemists), Ltd., 750 Sidcup Road, New Eltham, S.E.9.

**LEWIS & BURROWS** have a Vacancy for a Good Junior Assistant (Male). Apply 146 Holborn Bars, London, E.C.1.

**MANAGER**, Young, Qualified, for small new branch in Surrey; reasonable salary, good prospects, permanency; junior partnership offered suitable applicant wishing to invest small capital; state age, if married, experience and salary required. 565/5, Office of this Paper.

**QUALIFIED Assistant** wanted; good Window-dresser; reliable, all-round, energetic, trustworthy; for permanency. Replies, stating age, experience, references and salary (which must be moderate), together with photograph, to Malcolm (Chemists), Ltd., 7 Mill Street, Ottery St. Mary, Devon.

**QUALIFIED Assistant** required; good Counter hand; under 30; first-class reference essential. Apply, stating salary required, to Leach & Son, Chemists, Macclesfield.

**QUALIFIED Assistant (25 to 35)** for Northern City; must have had training and experience in first-class business methods; for Counter, Window-dressing and Photography; a married man preferred, but not essential. Give fullest particulars, state salary and when disengaged in first letter, enclosing photo, to 233/396, Office of this Paper.

**QUALIFIED Junior**, principally Stock and N.H.I.; outdoors; state salary required; early February; London, S.E. 565/16, Office of this Paper.

**QUALIFIED Lady or Middle-aged Gentleman** wanted immediately to manage a branch business which has previously been carried on as a Drug Store; light duties; moderate salary; mixed business. Apply with full particulars to Farmer, Chemist, Tutbury, Burton-on-Trent.

**QUALIFIED Male Dispenser** required for the Victoria Hospital, Blackpool. Applications, stating age, experience and salary required, together with copies of recent testimonials, should be sent on or before January 12, 1934, endorsed "Dispenser," to Hon. Secretary, Victoria Hospital, Blackpool, Lancs.

**QUALIFIED Manager (married)** required, with experience of Modern Store business; good Salesman and Window-dresser; living accommodation on the premises. Apply 233/390, Office of this Paper.

**QUALIFIED Manager (25 to 35)** required for opening new branch in Middlesex area (private firm); salary £4 and commissions; state age, height, when disengaged, details of previous experience, and send photo (will be returned) to 567/6, Office of this Paper.

**REQUIRED** early this month; young single Qualified Assistant; Norfolk seaside resort; knowledge of Optics an advantage; give full particulars as to age, height and salary required, which must be moderate, references and photograph; letters unanswered in 10 days respectfully declined. 565/17, Office of this Paper.



**SMART** Unqualified for West End; must be good Salesman. Write fully, experience, age, salary required; enclose photo if possible. 233/397, Office of this Paper.

**SMART** Young Qualified Assistant, immediately, for No. 1 Marble Arch. Apply Manager, between 11 a.m. and 5 p.m.

**TAYLORS CHEMISTS** have a vacancy for Qualified Manager in London area; must be good Dispenser and experienced in Salesmanship and Display. Apply by letter, stating experience and salary required, to 55/56 Pall Mall, S.W.1.

**UNQUALIFIED** Assistant for East London; Dispensing and Counter; brisk business; please give particulars of experience and copies of references, salary required, &c.; application not answered within 7 days respectfully declined. 567/11, Office of this Paper.

**UNQUALIFIED** Assistant (about 21; not under 5 ft. 6 ins.); good all-round experience necessary; apply between 10.30 a.m. and 12 noon. Underwood, 25 Walbrook, E.C.4.

**UNQUALIFIED** Assistant wanted for Dispensing, Counter and Window-dressing; North London suburb; applications unanswered in 5 days respectfully declined. Full particulars to 565/37, Office of this Paper.

**UNQUALIFIED** Assistants Wanted, male and female. Apply by letter, with full details of experience, age and salary required, to "Advertiser," 55/56 Pall Mall, S.W.1.

**UNQUALIFIED** Junior Assistant required at once, age up to 25, must be an accurate Dispenser, good Window-dresser and Counterman; capable, willing, tactful and courteous. Full particulars, wages required, &c., to Secretary, Weymouth and District Co-operative Society, Weymouth. Copy testimonials only. Applications not answered in seven days regretfully declined. Photographs will be returned.

**WANTED.**—Birmingham, Junior Assistant (male) for high-class Dispensing business; state salary and enclose photo. 233/391, Office of this Paper.

**WANTED.**—Chemist holding also Optician's certificate; please give full particulars of age, experience and salary required. 565/15, Office of this Paper.

**WANTED.**—Qualified Assistant; to manage small branch. Apply, with full particulars, by letter only, to "W.," 21 Park Avenue, Wrothing. Applications not answered in five days respectfully declined.

**WANTED.**—Qualified Chemist for Dispensing; must be quick, accurate and thoroughly up to date. Apply, stating age, qualifications and experience, to Secretary, Leeds Industrial Co-operative Society, Ltd., 10 Albion Street, Leeds, endorsed "Chemist."

**WANTED** at once for working-class district of a Yorkshire town, Qualified Chemist-Optician; must have own trial-case. Apply 567/16, Office of this Paper.

**WANTED AT ONCE.**—Qualified Lady Assistant for Pharmaceutical Department; must have good Retail experience, be good Window-dresser and accurate Dispenser. Applications, stating age, experience, wages required and names for two references, to Doncaster Co-operative Society, Ltd., 1 John Street, Doncaster, not later than January 9. Envelopes endorsed "Chemist." Canvassing members of the Management Committee will be a disqualification.

**WANTED** immediately, Qualified Lady (24-27); able Dispenser, good Saleswoman; keen knowledge of Photography; Welsh not essential; reference and salary required, enclosing photo. 566/25, Office of this Paper.

**WANTED IMMEDIATELY.**—Unqualified male Assistant (22-25) for West Midlands; knowledge of Dispensing and Counterwork and Window-dressing; Agricultural experience preferred. Apply, stating age, experience, salary required, supplying copies of references and photograph, 567/14, Office of this Paper.

### WHOLESALE.

**LONDON.**—Wholesale Druggists and Manufacturing Chemists require first-class Representative for S. Hants and Dorset; frequent motor deliveries; only those with sound knowledge of Pharmacy and live connection over ground need apply. Age, full particulars of experience and salary required to 233/374, Office of this Paper.

**NOTTINGHAM, Leicester, Lincoln, Derby, also Wilts, Dorset, Hants, Somerset.**—Vacancy on this ground for Representative for "Red Band" Magnesia, Maclean Powder; opportunity for a live man; commission basis. Apply The "Red Band" Chemical Co., Ltd., Richmond Terrace, Edinburgh.

**YORKSHIRE.**—M.P.S. and F.I.C.S. Chemist wanted by Manufacturers in a few months; give full particulars, age, salary, experience and whether married or single. 233/392, Office of this Paper.

**A VACANCY** occurs with a well-known company merchandising nationally-advertised Proprietary Medicines for a Young Man (about 35) with actual experience of Organisation, Merchandising, Sales Promotion, Dealer and Press Proprietary Advertising; only men possessing first-class qualifications and exceptional experience will be considered; write in fullest detail, giving salary required. 233/376, Office of this Paper.

**BEAUTY** Culture House requires two Salesmen immediately. One for Chemist Trade; one for Department Stores and Hairdressers; salary and commission. 233/395, Office of this Paper.

**CHEMICAL SALES.**—Important firm of Chemical Manufacturers requires an Assistant in the Sales Department; sound commercial knowledge essential; previous experience of Tar Products an advantage; applicants should be between the ages of 24 and 28, and should submit, in confidence, full details of experience and ability. 233/387, Office of this Paper.

**EXPORT.**—An opening occurs for a good reliable Assistant in the Export Department of an important firm of Chemical Manufacturers; position requires experience of marketing abroad, handling of agencies, tariffs, duties, etc.; knowledge of French and German an advantage; applicants should be about 25 years of age, and should submit full details of ability and previous experience. 233/388, Office of this Paper.

**REPRESENTATIVE** Required by London Wholesale Druggists for W. and N.W. district, to call on Doctors; previous experience not essential, but must be of gentlemanly appearance and have had good training; own car an advantage. 233/385, Office of this Paper.

**REPRESENTATIVES**, live, Wanted for Retail Chemists throughout London and Provinces. Apply personally or by letter, British Lion Company, Lion Works, Larch Road, Balham, S.W.12.

**REPRESENTATIVE** Wanted, Derby, Nottingham. Packed Tablets, on commission or part expenses and commission; state ground covered. 234/400, Office of this Paper.

**REPRESENTATIVES** required with good connections, calling on Chemists, Hairdressers, Co-operative Stores, &c., in London, Midlands and West of England; attractive Medicinal and Toilet lines; expenses and commission. 566/14, Office of this Paper.

**REPRESENTATIVES** Wanted, with connections amongst Retail Chemists, &c., to carry Toilet Requisites and Sundries; liberal commission; other lines not objected to. Apply with full particulars, to 567/13, Office of this Paper.

**SURGICAL DRESSINGS.**—Assistant Sales Manager required by leading Manufacturers; applicants state experience, age, salary. 233/386, Office of this Paper.

**TRAVELLERS** Wanted; must have live connections with Chemists, Stores and Hairdressers; able to carry additional quick repeating line; 20 per cent. straight commission, paid in full weekly. Apply, full particulars, connection and territory worked, Lashcream, 54 Norman Road, Manchester, 14.

**TWO** Representatives required, one for the Eastern Counties and one for the South-West of England, to develop the Sales of the well-known "Eclipse" Razors and Blades; only those having a first-class connection with Wholesale and Retail Chemists, Hairdressers and Stores, and periodically covering the territory with other similar high-grade, but non-competitive lines, considered. Apply, giving full details and commission required, to James Neill & Co. (Sheffield), Ltd., Composite Steel Works, Sheffield.

**WHOLESALE** Drug House of highest standing require Representative for Birmingham and district; must be resident and have good connection; some retail experience an advantage. 233/389, Office of this Paper.

**YOUNG** Lady Typist, with knowledge of Patent Medicines; state age and salary. 233/398, Office of this Paper.

## SITUATIONS WANTED.

### RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.**—Good all-round man; West End, spa, seaside; trustworthy; tall, unregistered; A1 references. MacLellan, Wotton-under-Edge.

**A.A.A.**—QUALIFIED; experienced in all branches; capable Dispenser, Photographer and Window-dresser; City experience; disengaged; highest references. J. Simmons, 60 Pennard Road, Shepherd's Bush, W.12.

**A.A.**—ASSISTANT, excellent experience, including West End; Dispenser, Counter, Windows, Photography, Perfumery, Surgical Appliances, etc.; highest reference; whole or part-time. Cush, 48 Altenburg Gardens, S.W.11.

**A.**—QUALIFIED (36); moderate salary; excellent references; 6 years' management last position. Girgis, 213 North End Road, W.14.

**A** QUALIFIED Manager, disengaged, 20 years' experience, requires position; London or suburbs; moderate salary. Davies, 109 Alexandra Drive, Surbiton, Surrey.

**A** YOUNG Lady (24) requires post; 6 years' Counter and Toilet experience; no Dispensing; East London district preferred. Miss D., 65 Tavistock Gardens, Ilford.

**A** S Locum, Manager or Assistant, "not registered"; over 30 years' London experience; whole or part time; Counter, Book-keeper, Dispensing and worker; London only. "Prescriber," 130 Scott-Ellis Gardens, N.W.8.



**ADVERTISER** (38), Unregistered; tall, active; abstainer; permanency preferred; could travel immediately; just disengaged. Sanders, 93 Bulstrode Road, Hounslow, Middlesex.

**ALERT**, Experienced, Unqualified Assistant (39); soundly recommended by West End and provincial firms. Barnes, 21 Disraeli Road, Putney, S.W.15.

**ASSISTANT**; good Dispenser and Salesman; active; 25 years' experience; single, Unqualified. Statim, 23 Moss Street, Newsome Road, Huddersfield.

**ASSISTANT** Lady Dispenser desires post; Hall; whole or part time; experienced; excellent references; Brighton or near. 8 Prestonville Road, Brighton.

**ASSISTANT**, Qualified (24); now disengaged; 8 years' all-round experience, including West End; "absolutely reliable"; salary about £3 10s. Cruise, 90 St. Paul's Avenue, Kenton, Middlesex.

**ASSISTANT**, Unqualified, age 30, height 5 ft. 10½ in.; thoroughly experienced all branches Dispensing, Counter, Photographic, Window-dressing, Perfumery; requisite appearance; references; competent, trustworthy; salary £3 per week; disengaged January 8. 567/4, Office of this Paper.

**ASSISTANT** (30) with long experience seeks position where ideas and work would be appreciated; sole charge if necessary; Unqualified; interview 30 miles Gloucester any time; highest references. 566/20, Office of this Paper.

**ASSISTANT** (29; 5 ft. 10 ins.; single); 11 years' experience; London, seaside and country; Referred Pharmacognosy; highest references; locum or permanency; anywhere; disengaged. 564/17, Office of this Paper.

**ASSISTANT** (27); 6 years West End; knowledge French and German; seeks change; town or country or abroad. 566/3, Office of this Paper.

**ASSISTANT** (21); City, Suburban and Veterinary experience; good references; desires Yorkshire post, not essential; 6 years' experience. Machell, 65 Melbourne Grove, East Dulwich, S.E.22.

**CAPABLE** Lady Assistant, Unqualified, requires berth; over 10 years' all-round experience; excellent references. 566/18, Office of this Paper.

**CHEMIST**, Scot (48); disengaged; experienced Prescriber; Management or Senior; London or Provinces; moderate salary. "Drug," 44 Westbourne Grove, Westcliff-on-Sea.

**DISPENSER** and Experienced Assistant, including Windows and Surgical (30); married; Unqualified; 14 years London and Provinces; permanency; 70s. 565/23, Office of this Paper.

**DISPENSER-BOOKKEEPER**, Doctors'; middle-aged; single; excellent references; moderate salary; any locality. Stephen, 1 Alexandra Road, Bedford Park, W.4.

**EASTERN COUNTIES**—Young lady, Hall Certificate, 3 years' experience Dispensing and some Counter, desires change. 564/34, Office of this Paper.

**EXPERIENCED** Manager, Qualified (38), seeks responsible post; London, South Coast; permanency; disengaged. Chemist, 2 Carlyon Avenue, South Harrow.

**IMPROVER** (19); 4 years' experience Dispensing and Counter work; willing worker. Haskayne, 25 Westcroft Road, Withington, Manchester.

**JUNIOR** (20) (passed Part I), 3 years' experience, wants situation in good-class Pharmacy; West London district preferred. H. F. B., 23 College Avenue, Maidenhead.

**LADY** Dispenser-Bookkeeper (Hall); 9 years' excellent experience; Dispensing, Counter, Photography, Typewriting; thoroughly reliable; capable; not afraid of work; excellent references; desires change. "H. R.," 49 Talbot Street, Cardiff.

**LADY** Dispenser (Hall) desires post, Chemist, Doctor or Hospital; London experience. Davies, 39 Cardiff Road, Merthyr Vale, Glam.

**LADY**, Unqualified, thoroughly experienced Dispensing, Counter, General Pharmacy routine; Midlands preferred, but not essential. 566/7, Office of this Paper.

**LADY** (26), Unqualified, desires permanency; 12 years' experience; Dispensing, Counter-hand, Window-dresser and Stock-keeper; S.W. districts preferred. Page, 257 Magdalen Road, S.W.18.

**LOCUM**, Qualified; vacant dates to February 5; satisfaction guaranteed; terms £4 4s. Agar, "Brentwood," Halifax Road, Grenoside, near Sheffield.

**MANAGER**, experienced Counter, Dispensing, Prescribing, &c., offers services as such. Pharmacist, 9 Alfoxton Avenue, Harringay, N.15.

**M.P.S.** F.B.O.A. (31) as Locum; good all-round experience; several years' management. E., 19 Hawthorn Avenue, Thornton Heath.

**M.P.S.** J.C.Q.O. (32), tall, requires post as Manager; London and suburban experience and sound references. B. E. M., 73 Lausanne Road, Hornsey, N.8.

**M.P.S.** (25); single; used to good-class business; accurate and careful Dispenser, excellent Counterhand and Window-dresser, good knowledge of Photography; excellent reference; good appearance; energetic. 567/7, Office of this Paper.

**PERMANENT**, Temporary or Part Time Dispensing and Book-keeping; trained Chemist; experienced Hospital worker and Surgical Dresser; abstainer; moderate salary; go anywhere. Smith, 307 Holton Road, Barry, Glam.

**QUALIFIED** Assistant, young; good references; Liverpool or North Wales preferred; disengaged. M.P.S., Medical Hall, Holyhead.

**QUALIFIED** Chemist-Optician Manager-Assistant (29); London now and last 5 years; free when required; wages moderate. 564/22, Office of this Paper.

**QUALIFIED**; well recommended; experienced Dispenser; part time considered; middle-aged; London only. Alex. Wilson, 14 Percy Circus, London, W.C.1.

**QUALIFIED** (45) requires situation as Manager. Breydon, Crescent Road, Burgess Hill.

**QUALIFIED** (29), married; experienced Buyer; courteous Salesman, excellent Window-dresser, reliable Dispenser; used to heavy N.H.I.; capable Manager; London or near. "Chemist," 21 Brooke Road, London, N.16.

**SEMI-RETIRED**, reliable, offers service, small remuneration, town or country. Major, 566/26, Office of this Paper.

**STOCKTAKING**—Sheets priced or entire job undertaken; moderate terms. Write "Chemicus," 7 Upper Chadwell Street, E.C.1.

**UNQUALIFIED** (20); experienced Dispenser, Window-dresser, Salesman; requires post with good prospects, either in Drug Store with prospects to becoming Manager, Pharmacy, or Wholesale; Islington or North London preferred. 567/12, Office of this Paper.

**YOUNG** Lady desires post; learn Dispensing. A., 40 High Street, Ramsey, Hunts.

**YOUNG LADY** (21), Unqualified; quick and accurate Dispenser; N.H.I. and Private; 3½ years' experience in large country town; S.W. counties preferred. Advertiser, Pengarth, St. Agnes, Cornwall.

**£100 WOULD INVEST**—Manager (37), exceptional experience, seeks position of responsibility; nominal wage; living accommodation if possible. Chemist, 2 Carlton Road, Kentish Town.

## WHOLESALE.

**A REAL** Live Representative, with strong, extensive connection London and Greater London Chemists, Stores and allied trades, desires change; undeniable Sales records and credentials; own car. Particulars to 566/9, Office of this Paper.

**ADVERTISER** desires position as Stock-keeper or Checker with Wholesale House in the South; excellent references; 16 years' experience; good worker and punctual to time; age 35. 564/2, Office of this Paper.

**COSTING** and Invoice Pricing Clerk; 12 years' experience Manufacturing Chemists; now disengaged; good references; adaptable; requires position. 565/28, Office of this Paper.

**MEDICAL** Representation—Qualified Pharmacist, young, desires join first-class house; experienced propaganda; requisite appearance, personality, initiative; knowledge Therapeutics; administrative and interviewing ability; drive car; resident London; can commence immediately. 566/24, Office of this Paper.

**PILL** and Tablet Maker seeks engagement; 30 years' all-round experience; North preferred. Perry, 145 Hancock Street, Blackburn.

**PILLS, TABLETS**—Charge hand; many years' first-class experience Pill making and Tablet making, Sugar Pearl and all coating; full control and working arrangements of all formulas. J. W., 565/21, Office of this Paper.

**QUALIFIED** (24); 7 years Retail Trade; extensive Dispensing experience; seeks progressive position with Wholesale Chemists; preferably in North. 565/7, Office of this Paper.

**QUALIFIED** (25), present Manufacturing Firm, seeks improvement; excellent Dispenser; 8 years' experience; any capacity. Gibbon, 257 Pershore Road, Birmingham.

**REPRESENTATIVE** calling Stores, Chemists, &c., Southern Counties, with his employer's consent, requires other lines for well-known house; commission plus part expenses; own car. 116 Buller Road, Thornton Heath.

**REPRESENTATIVE**, first-class record, desires position with house of repute; Drug, Sundries and Toilet connection London and Provinces; first-class references. 564/18, Office of this Paper.



**CLEAR OUT**—your Old or Damaged Stock of Photo Goods.  
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**I GIVE BEST PRICES** for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.  
**S. E. HACKETT, 23 July Road, Liverpool**

**REPRESENTATIVE**; with 11 years' experience; desirous of making change; very excellent connection in London, Midlands; young, keen, energetic. 564/19, Office of this Paper.

**TO MANUFACTURERS**.—Commercial, 14 years' experience of the Irish trade, is open to represent good firm on commission or salary in Ireland; must have proved selling lines and be prepared to advertise; no others need apply. 562/38, Office of this Paper.

**TRAVELLER**, Eastern Counties, East Midlands, seeks additional Advertised Side-line; commission basis; 14 years' connection Chemists, Hairdressers, Stores. 564/24, Office of this Paper.

### COLONIAL, INDIAN AND FOREIGN.

**CHEMIST (28)**, Scot, 6 years in East, desires progressive post abroad, or with London House who have interests abroad; first-class experience in Office, Retail and Wholesale; not afraid of work; excellent references. Please write to "W.," 565/34, Office of this Paper.

**QUALIFIED Lady** requires post abroad or at home; 12 years' London experience in all branches, including managerial. 566/27, Office of this Paper.

### FOR SALE.

(Articles to the value of £5-£50.)

**NATIONAL Cash Register** for sale; in splendid condition; rings up to 9s. 11½d.; bargain. Write R. Smith, 22 Brewery Road, Plumstead, S.E.18.

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